



EUROPEAN NEWS

Tax cuts approved by Italian Cabinet

By Rupert Cornwell in Rome

THE ITALIAN Cabinet yesterday approved an important package of tax cuts that will reduce the overall income tax burden by L2,050bn (£882m) this year alone...

The cuts are intended as an inducement to the trade unions to moderate their stance, ahead of what promise to be exceedingly difficult negotiations with Italian employers in the weeks ahead...

However, they can only exacerbate the central weakness of the Government's economic policy of controlling a runaway public sector borrowing requirement. Already, it is accepted that the original goal of holding the PSBR to within L50,000bn (£21.5bn, or 11 per cent of gross domestic product) is unrealistic.

The Government itself is far from united on the wisdom of the measures. While the Socialists are generally in favour, leading Christian Democrats, including Sig Beniamino Andreatta, the Treasury Minister, are openly critical.

For its part, Confindustria, the employers' association, is to meet within the next 10 days to decide whether to begin contract negotiations without prior agreement on holding down labour costs...

Why farm vote may change Community less than expected

BY JOHN WYLES IN BRUSSELS

THE LOOMING argument within the EEC about whether farm prices spells the end of the right of national veto will undoubtedly breathe new life into the debate on the need for greater supranationalism in the Community.

Tuesday's majority vote could thus prove to be a Pandora's box releasing all kinds of political pressures hostile to reinstating the national veto or anything approaching it.

There have been no tears shed this week in the European Commission nor in the Benelux countries for the overriding of the British veto. Rather, there is a happy sense of opportunity, which will be widely shared in the European Parliament, to set the Community on the road which the Treaty of Rome said it should take from January 1 1966.

That date was to mark the second stage of the EEC's construction, through the use of qualified majority voting. Under this system, member states are allocated, according to size, a portion of a total 63 votes.

Full use of majority voting was frustrated by France whose opposition led to the now-celebrated Luxembourg compromise of January 1966. This requires unanimity when any member state declares that the issue at stake involves important national interests.

majority voting the prospect of speeding decisions and the possibility of policy developments strengthening the move towards genuine European union.

But would it accomplish either? The so-called committee of "three wise men" reported to heads of Government three years ago that differing political conceptions among member states were a far more important cause of stagnation than faulty procedures.

Their report, nevertheless, saw plenty of room for improvement in proceedings to ensure more speed and coherence in decision-making. They also saw scope for greater majority voting without threatening the Luxembourg compromise because, they argued, the compromise was being abused.

As this year's congress opened, the once so self-assured union leaders were facing the nightmare that the meeting would turn into a running battle between the union's professional leadership and the shop floor delegates. They fear that, in the course of such a fight, already weakened trade union movement would, in front of the press and the television cameras, proceed to inflict new wounds on itself.

At one level, the ugly mood which has gripped a considerable section of organised labour in West Germany may be explained by the mixture of financial malpractice and misjudgment revealed in the union-owned building company Neue Heimat.

developed in which—even on minor issues and in quite humble circles—stages can obstruct agreement for reasons which they know full well to be insufficient, but which are never brought into the open let alone seriously challenged by their colleagues, said the report.

It recalled that the Paris summit of December 1974 had agreed that the best course was to stop demanding unanimity on a whole range of issues. Member states have not done so, however, and the question now is whether they will try to reach a binding agreement on when the veto is appropriate.

The committee of three thought that the manner of appeal to the Luxembourg compromise should be better defined so that a state which wants to avoid a vote says so explicitly and "takes responsibility for the consequences in the name of its whole government."

This recommendation finds its echo in the so-called Genscher-Colombo proposals for a draft European Act, aimed at strengthening EEC policies, procedures and political cooperation.

It urges governments to attach "decisive importance" to the decision-making procedures provided for in the Treaty of Rome. It also recommends that greater use should be made of abstention and that if a government wants to prevent a vote on the grounds of vital interests, it should be required to explain in writing why it is doing so.

Wide reform This committee is charged with preparing by next year a new draft Treaty on European Union and its rapporteur, Sig Aldo Spinelli, argues that member states need a veto at present because they are responsible for trying to marry national policies to common EEC policies. He argues for wide-ranging reform

The council would take note of them and defer its decision to its next meeting. But the same member state could again prevent a decision at that meeting if it chooses.

The Genscher-Colombo draft has been worked on for months by officials and will be discussed by foreign ministers next Monday.

Just how high feelings run on this issue was evident from an article in the authoritative weekly newspaper Die Zeit this week. It recounts the anger among rank-and-file unionists about union officials who are pocketing the fees they earn from membership of corporate Supervisory Boards.

There are few illusions that with the election of Herr Breit a new dawn is breaking. He is a man with a reputation for integrity and a cool intelligence. The enthusiasm for his election was the best evidence there could be that the union leaders had taken the right decision in dropping Herr Pfeiffer as their candidate.

in part this crisis stems from the evidence that union officials have been so well rewarded at a time when the rank and file is facing mass unemployment.

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With economic conditions at home not improving and the news magazines still unearthing new union scandals, connected with Neue Heimat the fight to restore the members' confidence in the union leadership promises to be a long one.

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which denies the Council exclusive and ultimate power of decision and through the creation of a Chamber of States which would share policy-making powers with the Parliament.

But the practical reason for the Council's use of majority voting is that the EEC budget is so long and detailed that it would take a lifetime to secure unanimity on every entry.

The alacrity with which Britain has demanded reinstatement of the Luxembourg compromise and with which France and West Germany have insisted that it still exists points to powerful forces in favour of a formal resurrection.

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West German unions battle to regain their confidence

BY STEWART FLEMING IN FRANKFURT



Herr Breit... integrity and a cool intelligence

WITH PALPABLE relief the 525 delegates at the Twelfth Congress of the West German Trades Union Federation (DGB) voted overwhelmingly on Wednesday for Herr Ernst Breit, (head of the postal workers' union) to be the DGB's new chairman.

Her Breit's election was the first thing that the delegates, a mixture of shop floor workers and union functionaries, had had to cheer about since the congress had opened in West Berlin the previous Sunday.

Traditionally the DGB's congress had been an occasion for organised labour in West Germany to demonstrate its cohesion and power. It has been a chance, too, for the membership to show their enthusiasm for union leaders and functionaries. These have, through most of the post-war economic period,

been able to deliver the workers not just higher wages but also increasing power on the shop floor and a social security network of fabled generosity.

These investments were perfectly legal, Herr Vetter and Herr Loderer were members of the Supervisory Board of Neue Heimat, however, a board which had failed to carry out its supervisory functions adequately.

Union leaders at this week's congress were urging the delegates to put the past behind them and to concentrate on the issues of unemployment, economic policy and wages. They have urged that a house cleaning has already taken place and it is vital for organised labour to rally around and resist the pressures to cut social security, reduce real earnings and fight rising unemployment.

on the board. It was also revealed that Herr Vetter, the DGB chairman, Herr Alois Pfeiffer, a DGB board member, and Herr Eugen Loderer, the head of the most powerful union, had been investing heavily in tax-sheltered housing through Neue Heimat.

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Created gulf It is not just the financial affairs of union officials that have created a gulf between the members and the leaders.

His defence, that the union leaders go to such meetings to represent, not to betray, the membership was one indication

With economic conditions at home not improving and the news magazines still unearthing new union scandals, connected with Neue Heimat the fight to restore the members' confidence in the union leadership promises to be a long one.

Jaruzelski visits Bulgaria

By Christopher Bobinski in Warsaw

GENERAL Wojciech Jaruzelski, Poland's military leader, left Warsaw yesterday for a visit to Bulgaria at the head of a government and party delegation.

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# EUROPEAN NEWS

## Schmidt gives strong backing to Spain's membership of EEC

BY JONATHAN CARR IN BONN

THE WEST GERMAN Chancellor, Herr Helmut Schmidt, has reaffirmed strongly his country's support for Spain's entry to the European Community. Madrid's desire for membership underlined the unbroken vitality and attraction of the EEC, "despite terrible current difficulties," he said.

Herr Schmidt was speaking in Aachen yesterday at a ceremony during which King Juan Carlos was awarded the Karlsprize (named after Charlemagne) for his services to Europe and democracy.

The Chancellor's speech was full of praise for the King, and for Spain's political leaders—but Herr Schmidt also underlined that the period following Madrid's entry to the EEC would not be easy.

"You will face competition in a more direct way than before and there may well be disappointments," he said.

"Too often we have had the experience of other nations joining the Community with too positive expectations in the short term. The great advantages of political co-operation and of the common market itself can only have their impact in the longer run."

Herr Schmidt stressed that the period of adjustment needed by both Spain and the EEC would be long, and that appropriate transitional arrangements would have to be reached in the entry negotiations.

"We will do all we can to help bring a successful conclusion of these negotiations—and to create acceptable conditions which will help both parties over this difficult period," Herr Schmidt said.

He made no direct reference to the Falkland Islands crisis, by he stressed that he saw Spain as helping act as a bridge between Europe and Latin America, with which Bonn wanted good relations.

## Pacifism in Soviet recruits criticised

MOSCOW — The head of the Soviet armed forces' political wing, General Alexei Yepshiev, has sharply criticised signs of pacifism and indiscipline among young recruits to the army and navy.

Speaking at a congress of the Soviet Young Communist League (Komsomol), the general said young men occasionally proved to be neither physically nor ideologically prepared to defend their country. His speech was published yesterday by Red Star, the Defence Ministry daily newspaper.

"We meet with instances—be they only isolated—where young people entering the army show elements of political naivete, pacifism and a carefree attitude when assessing the threat posed by our class enemies," he said.

General Yepshiev's remarks were the first public acknowledgement by a Soviet military official that pacifism, which has become a strong political influence in the West, posed problems in the ranks of the Soviet armed forces.

While supporting Western pacifist campaigns, the Kremlin has maintained that such ideas are incompatible with concepts of "Socialist patriotism" and unacceptable among Soviet youth.

The 17-year-old general criticised youth leaders for failing to prepare young people properly for their two or three years compulsory military service. "Some individual young people have difficulty adapting to life in the military collectives," he said. He also complained about the physical condition of many young men who presented themselves for service.

The Soviet armed forces annually conscript several hundred thousand young people. Recruits are liable to be stationed on active duty in Afghanistan where Moscow maintains a force of about 80,000 soldiers.

The general urged the Komsomol to redouble efforts to "propagate the importance and usefulness of the profession of the Soviet officer."

Mr Boris Pastukhov, the head of the Komsomol, said Western countries were fighting an ideological battle for the allegiance of young people in the spheres of music, fashion and entertainment.

He urged parents to combat signs of Western-style "materialism" to which some children had fallen prey.

# OVERSEAS NEWS

## Moscow renews overtures to Peking

BY OUR PEKING CORRESPONDENT

MOSCOW has again called for improved relations with China and a senior official of the Soviet Foreign Ministry is visiting Peking.

A signed article in Pravda yesterday said the Soviet Union wanted good relations with China. "It is our profound belief," the article said, "that there exists a real possibility for improved Sino-Soviet relations."

Mr Mikhail Kapitsa, head of the Far Eastern department of the Soviet Foreign Ministry, has been in the Chinese capital for about a week. No details about his discussions with Chinese officials are available, but

Moscow has been pushing hard for an improvement in relations since the middle of last year.

Those attempts reached a peak in March when Mr Brezhnev, the Soviet President, made a speech in Tashkent calling for an end to hostility between the Communist powers. A similar note was struck in Pravda yesterday, although the party newspaper was less conciliatory, accusing China of "piling up all sorts of preliminary conditions bordering on ultimatums."

A Western diplomat who has served in Moscow said Pravda regularly commented

on Sino-Soviet relations and the latest commentary seemed milder in tone than others. Diplomats also noted that Moscow's continuing efforts to achieve a thaw in Sino-Soviet relations coincided with difficulties between the U.S. and China over Taiwan.

Mr Kapitsa is a regular visitor to Peking and made his last visit about a year ago. Visits by Chinese and Soviet officials to the respective capitals are becoming more frequent, according to observers.

A group of Chinese economists visited Moscow earlier this year and Mr Sergei Tikhinitskiy, a senior

Soviet Foreign Ministry official, was in Peking in January.

Zhao Ziyang, the Chinese Prime Minister told Japanese reporters in Peking at the weekend that major differences of principle still existed between China and the Soviet Union, but China had all along advocated the resolution of issues between the two countries through negotiation.

The two countries last month concluded a trade agreement worth some \$300m (£165m) for this year. The figure is significantly up on last year, but below the \$345m trade level of 1980.

## Labour bid to topple Begin rebounds

JERUSALEM — An unsuccessful opposition Labour Party attempt to topple Israeli Prime Minister Menachem Begin on Wednesday appeared to have rebounded yesterday as the Government moved to strengthen its grip on power.

Despite recruiting two backbenchers from Mr Begin's Likud-led coalition, Labour on Wednesday lost by 57 votes to 58 a no-confidence motion on the Government's handling of the economy.

The tactics used in persuading two Likud parliamentarians to defect to Labour have divided the opposition. Although Wednesday's stormy debate in the Knesset (Parliament) was supposed to focus on Israel's economic woes, it developed into an acrimonious argument over political horse-trading.

Government officials suggested yesterday that it had improved Mr Begin's position. Mr Begin's aides said they would ask the small Telem party, which controls two Knesset seats, to join the coalition.

The Mapam faction yesterday threatened to leave the Labour alignment, charging that agreements with the two defectors had been signed by Mr Shimon Peres, the Labour leader, without their consent. Mapam, which controls seven of Labour's 50 seats in the 120-member Knesset, favours returning parts of the occupied West Bank to Jordan.

The coalition of right-wing and religious parties scraped through the confidence vote because the two Telem members abstained. The officials said Mr Begin wanted to bring Telem into the Likud orbit.

Mr Begin will also try to woo the three-member Techiya (Renaissance) Party, a nationalist faction which is urging the annexation of the West Bank and the Gaza Strip. Reuter

## 'Shift in U.S. policy' angers Taiwan

BY TONY WALKER IN PEKING

JUDGING by this week's negative reaction in Taiwan, the recent visit to Peking of Mr George Bush, the U.S. Vice-President, marked, in Taiwanese eyes, a significant shift in U.S. policy over the vexed question of arms sales and on proposals for re-unification between the island and mainland China.

In Taipei this week, President Chiang Ching-kuo instructed senior officials of his administration not to respond in any way to Peking's proposals for talks on re-unification. "We should not have dealings with our enemy, nor should we compromise with the Communists," Mr Chiang said.

The intransigent tone adopted by the Nationalist President is consistent with statements by other prominent figures.

Mr James Soong, director general of Taiwan's Government Information Office, has accused the Reagan Administration of "putting the future of 18m Taiwanese citizens in jeopardy."

The Taiwanese appear to have been particularly angered

by President Reagan's qualified endorsement of Peking's nine-point proposal for re-unification advanced last September.

The proposal, put forward by Marshal Ye Jianying, China's *de facto* head of state, called for frank reciprocal talks and suggested as a basis for negotiations that the Chinese side would be prepared to enter into a power-sharing agreement with the Nationalists.

In his letter to Mr Deng Xiaoping, China's strong man, dated April 5, the U.S. President said (we) "fully realise the significance of the nine-point peace proposal." This is the first time Mr Reagan has given public encouragement to the re-unification process and underlines the large shift in his own position since the days when he was talking about the possibility of "upgrading" U.S.-Taiwan relations.

Mr Reagan appeared to make a further concession when he linked the re-unification process firmly with a phased reduction in arms sales to Taiwan in a letter to Mr Zhao Ziyang, the Chinese premier, also dated



Mr Chiang Ching-kuo: no compromise with the Communists

In Peking, Western diplomats are still attempting to assess exactly what was achieved by Mr Bush's visit. Most say that it has given the two sides some breathing space in the long-running dispute over arms sales to Taiwan.

"There's certainly less urgency about the issue," said one Western ambassador, who added that the Chinese had obviously appreciated Mr Bush's visit and that it had bought time for further consideration of the issue.

Diplomats here warn, however, that room for manoeuvre on each side is limited by domestic political considerations which could once again bring the issue to a head.

Mr Reagan has to contend with the Republican Right-wing that would be angered by any arrangement with China that could seem to be a sell-out. Mr Deng, for his part, will not want to risk the charge that ground has been given over to Taiwan, particularly as this is the year of an important party congress.



Mr Nitze (left) and Mr Kitzinski meet at the Soviet mission.

## Talks resume on reducing nuclear missiles in Europe

BY DAVID BUCHAN, EAST EUROPE CORRESPONDENT

U.S. AND SOVIET negotiators yesterday resumed negotiations to reduce medium-range nuclear missiles in Europe, after a two-month recess in the Geneva talks which has seen a flurry of disarmament statements from both Presidents Ronald Reagan and Leonid Brezhnev.

Mr Yuli Kitzinski, the chief Soviet negotiator, said yesterday that he expected "success." Mr Paul Nitze, who leads the U.S. delegation, promised serious negotiations and hoped for a "constructive dialogue."

The 24 sessions so far, which alternate between U.S. and Soviet missions, have largely established the bargaining positions.

The U.S. wants the Soviet Union to dismantle its SS-20 missiles if Nato is to cancel plans to place Cruise and Pershing medium-range missiles in Western Europe by the end of next year. Moscow has proposed, first, a freeze—which the West claims would just freeze the current Soviet predominance—and, later, successive cuts on both sides. But Soviet negotiators include British and French nuclear missiles, too, a position which Nato categorically rejects.

Dr Joseph Luns, Nato's secretary-general, recently claimed the Soviet Union was installing SS-20s at the rate of one a week and already had 300 in place.

President Brezhnev this week sought to overcome Western suspicion that the Soviet Union might agree to pull some SS-20s out of Western Europe, only to re-erect them east of the Ural mountains, from where they could still hit Nato targets. He "promised" that any shift in SS-20 deployment, as a result of any agreement in Geneva, would result in a real reduction of Soviet warheads aimed at Western Europe.

## Spadolini wins easy confidence vote

Sig. Giovanni Spadolini's five-party coalition easily won a vote of confidence in parliament early yesterday on vital economic legislation. Reuter reports from Rome. The Government called the vote to push through legislation on severance pay for redundant workers that the tiny Radical Party and the neo-Fascists had threatened to swamp with amendments and filibusters.

## ANDALUCIA'S CRUCIAL ELECTION

### Spain's Socialists hope for lift-off to power

BY ROBERT GRAHAM, IN MADRID

ANDALUCIA HAS lived up to its picturesque image during the campaign for elections to the region's first parliament. At the start of the campaign a statue of the Virgin Mary in a Granada church was found one morning with tears in her eyes.

The miraculous appearance attracted huge crowds for a week until people woke to the idea of a clever hoax. This was not before various explanations for the miracle had done the rounds, including that the Virgin was shedding tears over the prospect of a "red" victory in the elections. Behind this pathetic comedy lies the hardest fought election campaign since the establishment of democracy in Spain and the prospect that Andalusia could prove the first plank in a march by the Socialist Party to govern the nation.

The elections to the 109 seat Andalusian parliament, due on Sunday May 23, will determine the course of Spanish politics for the rest of the Madrid Government's term. On the result, hinges not only the fate of Sr Leopoldo Calvo Sotelo, the Prime Minister, but also the future of the country's ruling Union de Centro-Democratico (UCD) party and the timing of the next general election.

Andalusia is the largest of the Spanish regions and its 4.5m voters account for almost a quarter of the national electorate. Although 20 per cent of the workforce is agricultural and unemployment in some provinces is 20 per cent, the vote can be considered fairly representative of electoral opinion elsewhere in the country.

The campaign is being fought round promises of improving the lot of impoverished Andalusians, but it is still a contest between national parties to govern the nation rather than an exercise in choosing representatives to a regional parliament. More prominent politicians have taken part in this campaign than in either of the other previous regional parliamentary elections—Catalonia, the Basque country and Galicia.

In the last general election in 1979 the Socialist Party polled 33.6 per cent of the vote and the UCD 31.8 per cent. Well behind these two main parties came the Communists with 13.3 per cent, the nation's largest party, and the Andalusian Socialist Party with 11 per cent, and the

The Government has been striving to improve its image in the region. Electoral carrots have been offered, like a new policy of agricultural credit of which 20 per cent would be earmarked for the region, and changes in the system of public works employment for the rural jobs.

During the campaign there have been more obvious gestures, such as the abolition of an unpopular toll on the bridge crossing to Cadiz and the inauguration of an airlink between Almeria and Seville—a journey which takes more than ten hours by road. The Socialist Party claims, however, that the contract lasts for only 42 flights. Meanwhile, Sra Soledad Becerril, Spain's only woman minister, who has the Culture portfolio, is an Andalusian and her attractive image has been exploited to the full.

Close aides of the Prime Minister maintain they will be happy if they win more than 20 per cent of the vote.

Opinion polls, on the other hand, give the Socialists as much as 50 per cent of the vote. Indeed, there is no mystery in that the Socialists will do well because of their strong local links and the UCD's poor image. However, they need to do well to avoid the difficulties of forming a coalition administration and proving they are a party of power. Their natural allies are the Communists, but such a pact would be damaging for the party's national image.

Of great importance in the result will be the fate of Sr Manuel Fraga's right-wing Alianza Popular which is no longer campaigning under the umbrella of Coalition Democratica.

It is generally recognised that Andalusia is a Socialist stronghold, emphasised by the fact that the party's two leading figures, Sr Felipe Gonzalez and Sr Alfonso Guerra, both come from the region. Since the general election the Socialist share of the vote has risen while that of UCD has certainly declined.

The Government has been inept in handling the issue of autonomy for Andalusia and has been forced to back-track after serious protest over what was seen as the offer of second class status compared to Catalonia, the Basque country and Galicia.

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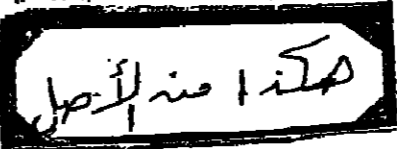
Jaruzelski visits Bulgaria

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# Kaufman predicts U.S. borrowing will be \$180bn

BY ALAN FRIEDMAN IN VENICE

THE U.S. Government may need to borrow \$180bn (£98bn) next year, leading to a major "market confrontation" between the public and private sectors and a significant reduction in the ability of U.S. corporations to make capital outlays, according to Dr Henry Kaufman, the Salomon Brothers economist.

Dr Kaufman made this prediction and attacked the monetarist policies of the U.S. government during a speech yesterday at the annual meeting of the Association of International Bond Dealers in Venice. The closer the adherence of the U.S. Federal Reserve to monetarism, the more volatile dollar interest rates would become, he said.

A well developed fiscal policy continues to elude us in the United States," he added, noting that the problem of the U.S. budget was likely to remain unresolved until the autumn.

Dr Kaufman reiterated that U.S. interest rates would rise higher this year and said the private sector would be the main victim.

Because of the possibility of 1983 U.S. government borrowing being 50 per cent above this year's level, U.S. corporations would be crowded out of the markets.

The U.S. government, meanwhile, would "have to tap the entire maturity spectrum in an unprecedented way."

The course of present U.S. policy would lead to the "crowding out" of corporate borrowers and would allow neither an im-



Dr Henry Kaufman, Salomon Brothers economist, attacked U.S. monetarism

provement in corporate health nor a stable U.S. interest rate structure.

More money would be required to fund the U.S. budget deficit, which would be at least \$150bn in 1983. This in turn would be at the expense of "draining the vitality of the U.S. private sector."

Dr Kaufman doubted that the Federal Reserve would "veer quickly away from its quasi-monetarist approach."

"The hope for all of us is that opposition to monetarism will coalesce if America is to avoid further mishaps in the future," he said.

# U.S. policy on Central American aid rejected

By Anatole Kaletsky in Washington

THE SENATE foreign relations committee, in a major setback for U.S. policy in Central America, has in effect overturned President Reagan's Caribbean Basin aid programme.

The committee voted on Wednesday night to transform the Administration's proposal—to provide \$350m (£192m) bilateral aid directly by the State Department to Central American countries—into a multilateral aid programme to be administered by the World Bank.

The unexpected vote came after a long debate on the controversial programme, which liberal congressmen have alleged is little more than a front for increasing U.S. aid to El Salvador.

The Administration had planned to give El Salvador \$128m of the \$350m under the Caribbean Basin plan.

The Administration has said it will try to reverse the vote, either in committee or on the Senate floor.

Senator Christopher Dodd, a leading critic of the Administration's El Salvador policy, introduced an amendment changing the aid request into a "trust fund" to be operated by the World Bank.

He argued that a multilateral fund, with no possibility of political control by the U.S., would be more likely to attract the support of other donor countries.

The Caribbean Basin plan was originally devised by the U.S. in conjunction with the governments of Canada, Mexico and Venezuela.

Other governments had also indicated a willingness to support the plan for a free trade zone and accelerated development in the area.

But differences over the politics involved in the allocation of aid have led the original sponsors of the plan to operate separate aid schemes, rather than pooling them in an initiative.

# William Chislett in Mexico City reports on the effects of the country's financial crises Big-spending Mexico tries to tighten its belt

ONCE THE symbol of Mexico's rapid emergence as a major oil producer, the 53-storey tower under construction for Pemex, the state oil concern, is now a monument to the country's ill-afforded high spending.

Mexico's severe financial crisis has caused the Government to halt work on the \$150m (£83) tower which dominates the Mexico City skyline.

The tower, started over a year ago when Pemex was expanding its production so quickly that its personnel were cramped in its four 12-storey buildings, is well advanced. But the massive steel construction, the largest modern building in Latin America, is already a white elephant.

The world oil glut, which has made Mexico's main sources of revenue plummet, the enormous extra cost of servicing the country's total public and private sector foreign debt of \$85bn by year end, which has been pushed up by the 45 per cent devaluation of the peso; the very high public sector deficit; and 60 per cent inflation have all combined to force the Government to rein in expenditure.

After four spectacular years of an 8 per cent annual growth in real terms, the Mexican economy will not grow at all over the next 12 months.

"We grew far too quickly," said Sr Jesus Silva Herzog, the new Finance Minister, who took over six weeks ago.

Apart from the Pemex Tower, the first stage of Mexico's \$30bn programme to install 20,000 Mw of nuclear power by the year 2000 will be postponed. The extension of the Mexico City underground railway system to outlying Nezahualcoyotl—with 2m inhabitants—reportedly the largest slum in the western hemisphere will also be slowed down.

The impact of the economy's stagnation will be enormous. Unemployment levels in a country, where 40 per cent of the 19m labour force still does not have a permanent full-time job and 20m Mexicans are severely undernourished, will rise dramatically. Two hundred and fifty thousand workers contracted by the Government have already been told that they will not be hired again.

While the economy grew by 8 per cent, Mexico created 800,000 new jobs a year. The number needed to meet the needs of the country's exploding population of 70m. This year very few, if any, new jobs will be created and some of those already created will be lost.

The private sector is not a great deal healthier than the Government, Group Industrial Alfa, Mexico's—and Latin America's largest private company, with interests ranging from petrochemicals to consumer goods, declared a suspension of principal payments on its \$2.3bn debt last month. Alfa is now hastily trying to sell off some of its companies to the Government to avoid collapse.

Other companies are also cancelling expansion plans and taking a very cautious approach. The dramatic turnaround in the economy will force even more impoverished Mexicans to flee their homeland and cross the border with the U.S. illegally in search of work.

However, the Reagan Administration is cracking down on illegal aliens, because of its own recession.

"The country's belt is being tightened at a politically sensitive time, when, for the first time, the Left is challenging the long-ruling Institutional Revolutionary Party (PRI) in the general elections on July 4. Three months after the peso's devaluation, the Government has finally started to put its crumbling house in order and restore a little of the seriously shaken international confidence in the country. The Government has

completed the broad outline of budget cuts and started to implement them. Most of the cuts have been made in new Government buildings and also in defence spending.

The cuts are not as great as had first been indicated, however. It now appears that, in effect, the 3.3 trillion peso budget (\$71.7bn) will be cut by 4.5 per cent, not 8 per cent as first stated a month ago.

The Planning and Budgeting Ministry announced that the 8 per cent cut is based on 1.3 trillion pesos of current and capital expenditure, since the other 1.5 trillion pesos are mainly set aside to service the debt and pay the Government's wage bill, cannot be reduced.

Both debt servicing and public sector wages have been considerably increased from the original estimate of 1.5 trillion pesos. The devaluation has effectively doubled the cost of the country's dollar debt. The surplus 10-30 per cent additional wage increase, awarded after the devaluation, has already pushed up the Government's wage bill.

The budget cut now appears to be only 150bn pesos (\$3.2bn) and not the 264bn pesos as people were originally given to believe. Nonetheless the cuts will make very little impact on

the ballooning deficit as they will be more than swallowed up by the extra cost of servicing the debt and the Government's higher wage bill.

The public sector budget deficit is now privately estimated at one trillion pesos (\$21.7bn) compared to the original target of 656.9bn pesos.

The budget cut now appears to be only 150bn pesos (\$3.2bn) and not the 264bn pesos as people were originally given to believe. Nonetheless the cuts will make very little impact on

So many programmes are underway which the government feels cannot be cut, like the expansion of the steel sector, and Mexico's domestic financial resources are so inadequate, that the Government says it has no option but to borrow an extra \$11bn abroad, on top of \$18bn in 1981, to finance the current account deficit of \$9bn.

Principal and interest payments on the year-end public sector external debt of \$63bn will devour this year's anticipated \$13bn to \$14bn of oil revenue, making the Pemex tower a cathedral in a desert.

# El Salvador shelve land reform scheme

BY ANATOLE KALETSKY IN WASHINGTON

THE EL SALVADOR Constituent Assembly has suspended the agrarian-reform programme which was central to the political and social changes introduced by the recently ousted Government of Mr Jose Napoleón Duarte, with strong U.S. support.

The Assembly's decision suspends, for one crop cycle, the rights of tenant farmers and sharecroppers to acquire titles to the land they work.

Technically they would regain these rights after the current crop cycle, which lasts one year for most crops, but four years for sugar cane.

The measure was introduced at the behest of Sr Alvaro Magaña, the new "moderate" president of El Salvador, who argued that sugar and cotton planting by landowners had fallen drastically because of the threat of expropriation.

# Date set for IBM hearing

By Richard Lambert in New York

THE U.S. Justice Department and IBM have failed to persuade a judge to drop a review of the department's decision earlier this year to abandon its 13-year-old anti-trust case against the company.

U.S. District Judge David Edelstein has refused to disqualify himself from the inquiry.

The Justice Department has argued that Federal law gave the Government and the defendant the right to dismiss a case voluntarily without judicial approval.

Despite strong objections from IBM, Judge Edelstein has now scheduled a hearing for June 21 to consider whether the original dismissal of the case against IBM by Mr William Baxter, U.S. Assistant Attorney-General, involved a conflict of interest.

# U.S. officials warn on advanced Soviet fighters

WASHINGTON — The Soviet Union will soon introduce three new types of war aircraft that may have key advantages over the U.S. Air Force's advanced jet fighters, senior military officials say.

Mr Verne Orr, Air Force Secretary, predicted recently in a speech that a new generation of Soviet fighters and ground-attack planes will enter service within the next year or so.

"In comparison with the U.S. Air Force's F-15s and F-16s, these new generation aircraft may give the Soviets advantages," in average speed and air-to-ground attack range, he said.

Mr Orr forecast that the new aircraft will go into operation even before the Soviet Union finishes introducing its current high-performance war aircraft such as the MiG-23, MiG-27, MiG-25 and SU-24. These already feature improved electronics equipment and missiles.

Mr Alton Keel, Assistant Air Force Secretary, said this week that the expected new Soviet aircraft include a ground-attack jet called the SU-25 and two fighters not yet designated.

Evidence exists that the new Soviet aircraft are being fitted with more powerful engines for greater range and manoeuvrability, he added. ... Mr Keel acknowledged that the U.S. F-15s and F-16s will probably continue to have an edge in air-to-air combat range. American aircraft have better radar and weapons-fire control gear, he explained. But there was "reason to have concern about how long we can keep our technological edge."

# Farm equipment sales fall

BY RICHARD LAMBERT IN NEW YORK

RETAIL SALES of farm equipment in the U.S. are expected to fall 3 per cent this year in dollar terms, according to a survey of members by the Farm and Industrial Equipment Institute.

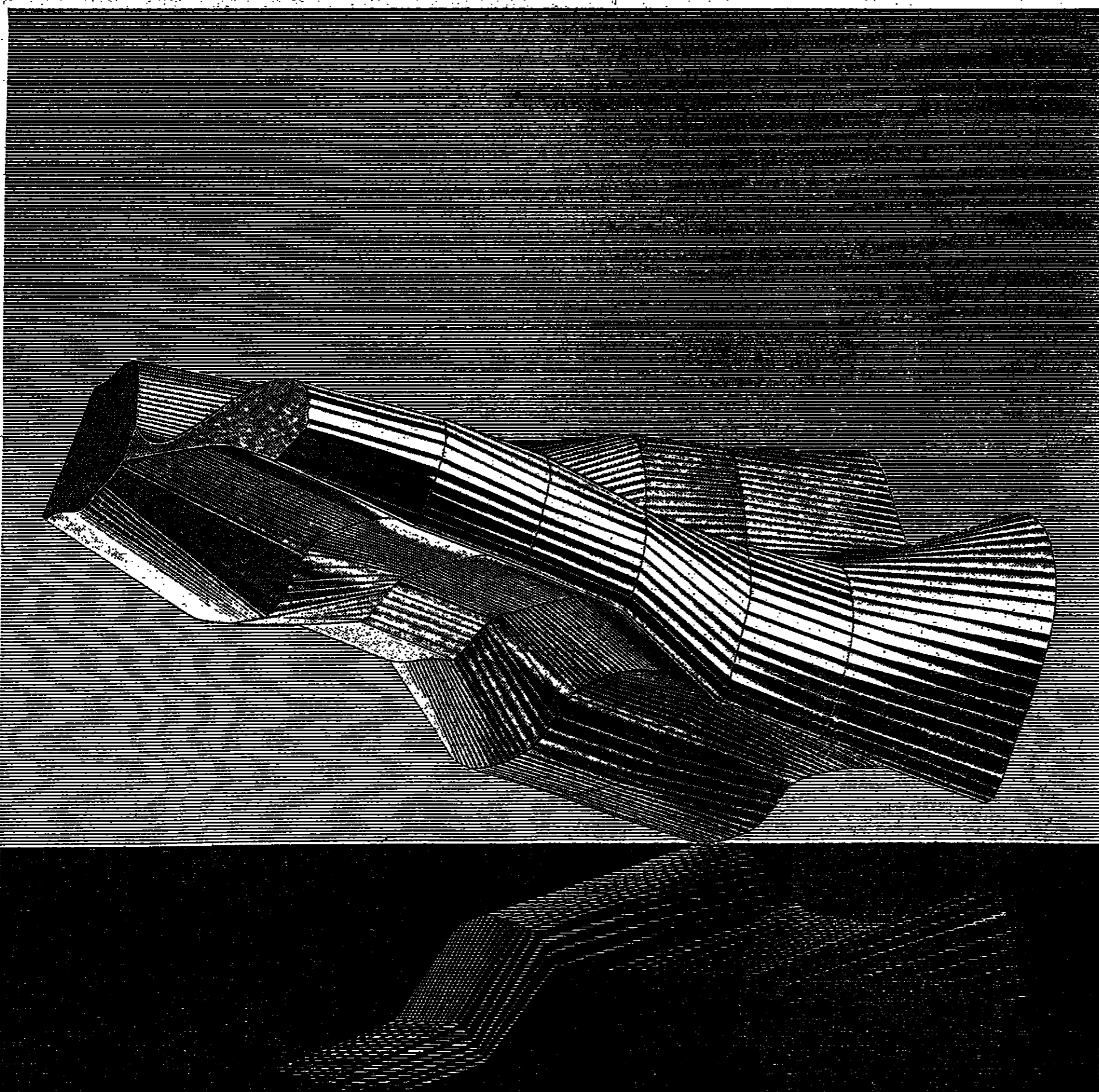
This represents a sharp deterioration since January, when a 5 per cent increase in sales over 1981 levels was expected.

The main reasons for the revised projections include low commodity prices, high interest rates, farmers' lack of capital and weak export markets.

The estimates underline the continuing problems being faced by agricultural equipment manufacturers, like International Harvester and Massey-Ferguson.

Other governments had also indicated a willingness to support the plan for a free trade zone and accelerated development in the area.

But differences over the politics involved in the allocation of aid have led the original sponsors of the plan to operate separate aid schemes, rather than pooling them in an initiative.



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U.S. to take softer line on trade reciprocity legislation

BY ANATOLE KALETSKY IN WASHINGTON

THE REAGAN Administration has persuaded Congressional supporters of trade reciprocity bills, designed to force Japan and other U.S. trading partners to open their markets to U.S. exporters, to compromise on a milder form of the controversial legislation.



Mr William Brock

Trade Reform Act of 1974. This gives the President wide powers to impose tariffs and quotas, but is believed to be compatible with Gatt and has rarely been used in the past. Over the last few months, as protectionist pressures have grown in Congress, particularly against Japan, the Administration has insisted that it would not take any actions which are inconsistent with Gatt and other international agreements.

Airbus Industrie steps up production

By Michael Donne, Aerospace Correspondent

AIRBUS INDUSTRIE, the European group building the A-300 and A-310 Airbuses, is steadily raising its production rate to meet the continued inflow of orders.

With 507 aircraft now firmly ordered, of which 172 have been delivered, the group, in which British Aerospace has a 20 per cent stake, is building aircraft at a rate of 41 a month and this will reach five by the end of this year, six in 1983, and eight by 1984.

Iran's trade with U.S. grows

BY TERRY FOVEY

THE U.S. has re-emerged as a major trade partner with Iran according to figures published by the Organisation for Economic Co-operation and Development (OECD). Direct U.S. sales rose to \$300m (£166m) after standing at \$20m in 1980, the year of the hostage crisis.

OECD members took 63 per cent of this total while the Comecon bloc readied almost 16 per cent. Countries such as Brazil (\$195m), Dubai with its still sizeable re-export trade (\$840m in 1980), Thailand, New Zealand, Pakistan (\$230 in the year ending June, 1981) and North Korea accounted for most of the balance of the export trade.

Table titled 'TOP TEN OECD EXPORTERS TO IRAN (\$m)'. Columns include Country, Exports to Iran (\$m) 1981, Exports to Iran (\$m) 1980, Imports from Iran (\$m) 1981, and Imports from Iran (\$m) 1980. Rows list Japan, West Germany, Italy, France, Netherlands, UK, Spain, U.S., Benelux, and Switzerland. Totals for East block and West block are also shown.

The 1981 statistics do not reflect the important development of barter dealing, much of which started this year following Iran's cut in its oil price to \$29 per barrel, or less, compared with the \$37 per barrel rate that prevailed in 1981.

Iran has been successful in boosting oil sales to the 1.5m b/d mark, equivalent to an income of \$1.5bn per month, that will, if sustained, hold out the prospect of continued improvements in Western trade with the country during 1982.

India reviews its policy on turnkey contracts

BY K. K. SHARMA IN NEW DELHI

THE INDIAN Government is reviewing the policy of awarding turnkey contracts to foreign companies for major development projects following the revocation of the letter of intent to Davy McKee of the UK for the \$2.8bn (£1.5bn) steel plant in Orissa at the weekend.

number of such contracts have been awarded to foreign companies, mainly because of the attractive financing packages they have been able to offer with the help of Government grants, Commercial loans and export credits.

Airlines may suspend Tanzanian services

BY WILLIAM DAWKINS

SEVERAL MAJOR airlines appear to be having difficulty in remitting foreign exchange from Tanzania, which may force them to suspend their services in and out of the central African country.

The problem is symptomatic of Tanzania's severe economic crisis, which has produced a damaging shortage of foreign exchange. In the last year, foreign reserves have fallen to as low as \$600,000—only two days' import cover.

Liechtenstein's exports show fall of 0.6%

BY JOHN WICKS IN ZURICH

EXPORTS from Liechtenstein dropped by 0.6 per cent in 1981 to SwFr 882.1m (£280m), the first decline in value since 1975.

Liechtenstein remains one of the world's most highly industrialised countries, with exports per capita of almost \$18,000.

INSIGHT INTO JAPANESE TECHNOLOGY

Sharp: Maps out plans for the 21st century

One of a series of interviews by Mr. Dick Wilson and Dr. Yotaro Yanase



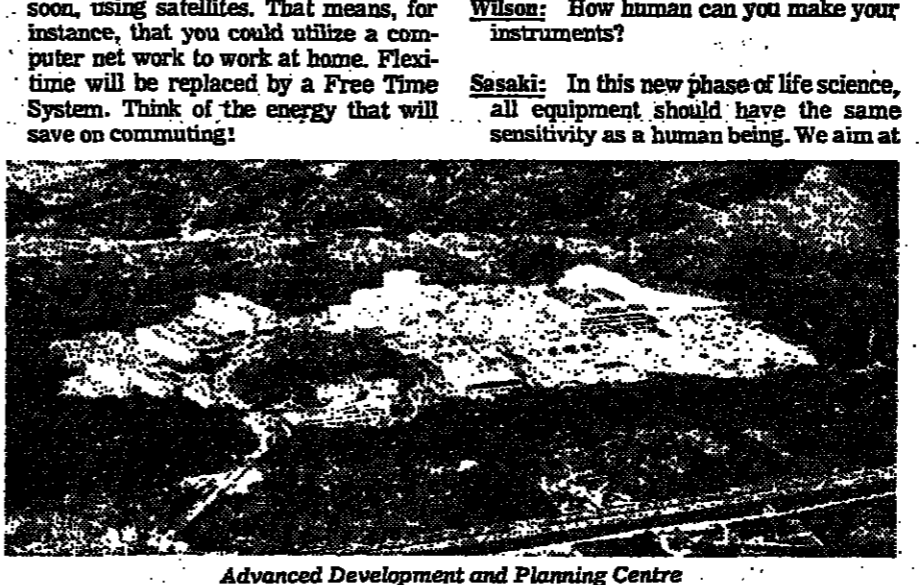
Dr. Tadashi Sasaki, Senior Executive Director

New materials

The laboratories are also striving to find new materials for the electronics of the next century, developing amorphous semiconductors, semiconductor lasers and magnetic materials, for instance.

Wilson: What about the means of transmission of data?

Sasaki: That will be digitalised. The conventional Analog Technology system will be completely digitalised in Japan by the year 2000. We expect to have an international digital network started soon, using satellites.



Advanced Development and Planning Centre

Wilson: How human can you make your instruments?

Sasaki: In this new phase of life science, all equipment should have the same sensitivity as a human being. We aim at

A new way of life

conceivable kind and communicates wherever we want to outside. "For a better emotional life," Dr. Sasaki adds, "there is a leisure system catering for hobbies, DIY, culture and games."

Wilson: What is your operation in Europe, for instance in Britain?

Sasaki: Our subsidiaries in Europe include Sharp Electronics (Europe) GmbH, Hamburg, West Germany, Sharp Electronics (U.K.) Ltd., Manchester, U.K. and Sharp Electronics (Svenska) AB, Stockholm, Sweden.

Sasaki: Of course, whenever we like.

Wilson: I will be able to play chess with you from London?

Sasaki: The VLSI speed will be several times and its integration a hundred times those of today's LSI's. We are also studying a three-dimensional LSI.

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Liechtenstein's exports show fall of 0.6%

BY JOHN WICKS IN ZURICH











TECHNOLOGY

EDITED BY ALAN CANE



Key role in the renaissance of British industry

DAVID FISHLOCK, in the second of six profiles of engineers whose decisions will help shape large tracts of British industry for the 1990s, talks to Oscar Roith, the new chief engineer and scientist at the Department of Industry.

OSCAR ROITH, 55, is between jobs. Three weeks ago he left British Petroleum, where as chief engineer of a multinational giant he ran a full-time team of 560 and some hundreds more on secondment to the spectacular kind of engineering project BP has been advertising so effectively on British TV.

Sound credentials

In his new post, at deputy-secretary level, he will have control of an empire of about 3,000, including more than 1,500 qualified engineers and scientists, mostly in DoI's six industrial research establishments. The job is undoubtedly seen by the Government as a key one in the renaissance of whole sectors of industry.

programme is sound and feasible. As he sees it, scientists describe the art of the possible. Engineers look at the possible and decide what is probable. They bring in economics to make sure the idea is commercially sound.

After graduating in mechanical sciences from Cambridge, Roith served a post-graduate apprenticeship with Courtauld before joining the central engineering department of Distillers in 1952. He looks back on the 50s as the "halcyon days of the petrochemical industry when we went from pots and pans to real process plant."

Priority areas

His experience since 1977 spans such projects as the oil and gas terminal on Sullom Voe, the Rotterdam catalytic cracker complex, and BP's new Buchan Field in the North Sea. "I've been involved in sectors of industry that have really performed. And it's our engineering that has been right."



Oscar Roith—key job for the industrial renaissance.

Rothschild customer-contractor for the support of applied R & D. He came to the notice of senior DoI officials as chairman of the requirements board for R & D in machine tools and mechanical engineering.

His board isolated several top priority areas for government investment - computer-aided engineering, automated small-batch production, composite materials, for example. Roith believes that the Rothschild formula has worked well for mechanical engineering in transferring the R & D effort sustained by government funds from the national laboratories into industry and universities.

trend for British industry," he says. The big difference between the DoI of today and the Mintech of yesterday is that Mintech tended to be technology-led, he says. He will be bringing the experience of a company which extensively exploits new technology and science yet is consistently commercially led.

The key to rejuvenating Britain as a manufacturing economy, he suggests, may be to get modern manufacturing lines operating on a three-shift basis, as process plant is operated. That way you generate more jobs, get prices down, can afford the manufac-

turing machinery needed to get a quality product. Oscar Roith enters a situation which has suffered severe dislocation in the past five years. Duncan Davies, after a career with ICI, spent the five years determined to leave his mark upon the Whitehall scene. The upshot proved a mighty challenge to the established order of the Civil Service.

not so when Davies arrived. It will be up to Roith to make sure that this right is not rescinded. Another major reform is the concept of priorities for technologies. For the past couple of years top civil servants themselves have tried to agree collectively on a "league table" of priorities for public support, keenly honed by new awareness of whether other nations are beating Britain.

with such research centres as the National Engineering Laboratory at East Kilbride and the National Physical Laboratory at Teddington much more attuned to industry's future needs. Where the strength of such reforms—and of Oscar Roith himself—will be tested is when he picks up such matters as the idea of a National Space Agency, which has taken shape in the past year or so.

The broad idea is to cross boundaries not only between technologies but between government departments and their responsibilities, in creating a single pool of expertise for the government. Such an agency, for example, would bring together space engineering with the information technologies appropriate to, say, satellite TV broadcasting, or space prospecting, or communications satellites.

Yamazaki machining centre

A MACHINING centre with a working envelope of 1,020 x 630 x 550 mm able to accommodate table loads up to 1,500 kg has been introduced by Yamazaki Machinery of Buckholt Drive, Warrington Industrial Estate, Warrington. This heavy duty machine, designated the V-15N has a headstock using a 1.15 hp ac motor and two speed variator allowing speeds up to 3,150 rpm.

Silencing woodwork machinery

ALTHOUGH woodwork machinery is among the most difficult to silence, sound level reductions up to 27 dBA are promised with the Noise Control Centre's latest Teteslide system from Melton Mowbray. Approved by HM factory inspectorate, the Teteslide range incorporates a box frame and with specially treated steel to reduce noise. It is lined with acoustically absorbent mineral wool. Sliding panels are mounted on a track system to allow easy access.

A FINANCIAL TIMES SURVEY

BUILDING METHODS AND MANAGEMENT

June 30th 1982

The Financial Times proposes to publish a survey on Building Methods and Management in its edition of June 30th 1982. This survey will examine how major contractors have adopted a more aggressive approach to marketing, and how the suppliers to the industry have fared.

The survey will also include editorial coverage on:

- 1. How the client, according to his need, is able to select a contractor with a particular management package.
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4. The building materials sector.

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The size, contents and publication dates of surveys in the Financial Times are subject to change at the discretion of the Editor.

One type of servo valve with 6,000 different versions

WHAT have the space shuttle, a mechanical digger, Volvo's new energy-saving bus and a sawmill got in common? The answer is they all use hydraulic controls provided by Moog, one of the leading manufacturers of precision electro-hydraulic servomechanisms. Although most of today's technology limelight is focused on silicon chips and the wonders of electronic, sophisticated electronic control systems are useless if the electronic digits are not translated into something humans can understand.

Devices such as Moog's electro-hydraulic servo valves provide that vital link between electronics and hydraulics. "We really make one type of valve but have 6,000 versions of it," says Mr Graham Tarbuck, Moog's UK sales manager. The company's most recent development has been to turn the very expensive valves produced for the aerospace industry into industrial models. Even so the price of a single valve can vary from £400 to about £16,000 because every one is hand built.

including Dowty in the UK. Its competition, however, is not simply against similar products. Mr Tarbuck said: "There may be several solutions to one problem and our valve may just be one approach." Increasingly, the company has realised that it has to provide a complete design package rather than the valve alone. Mr Tarbuck said: "It is becoming more common that companies will approach us at the conceptual stage of designs."

amount of liquid flowing through the valve. At the centre of the armature is a thin tube which is attached to a spool. The spool moves backwards and forwards inside the valve blocking or moving away from the various holes in the hydraulic system moves, so controlling the flow in the system. Its basic industrial valve illustrates the principle behind all the company's products. The valve is activated by a small motor which consists of a magnet and an armature wound with a coil to provide the electric current. The variation in current is proportional to the

Moog is also working with Karlstadsvarvet in Sweden on the major wind power project in the southern part of the country to provide a generator capable of producing about 4MW of electricity to serve 1,500 homes. A giant wind turbine with two 40 metre long rotor blades perched on a 77 metre high tower is being built at Tralleborg. Located in the rotor hub are Moog servovalves and actuators which automatically adjust the pitch of the blades to obtain maximum efficiency at

any particular speed. At very high wind speeds or during gusts the valves adjust the pitch of the blades to prevent damage and control sudden peaks of electricity. On the ground, the valves have been used in the pattern control for a carpet making machine. A programmable digital control operates an electro-hydraulic servomechanism which positions the needlebar on the machine according to the pattern stored in its electronic memory.

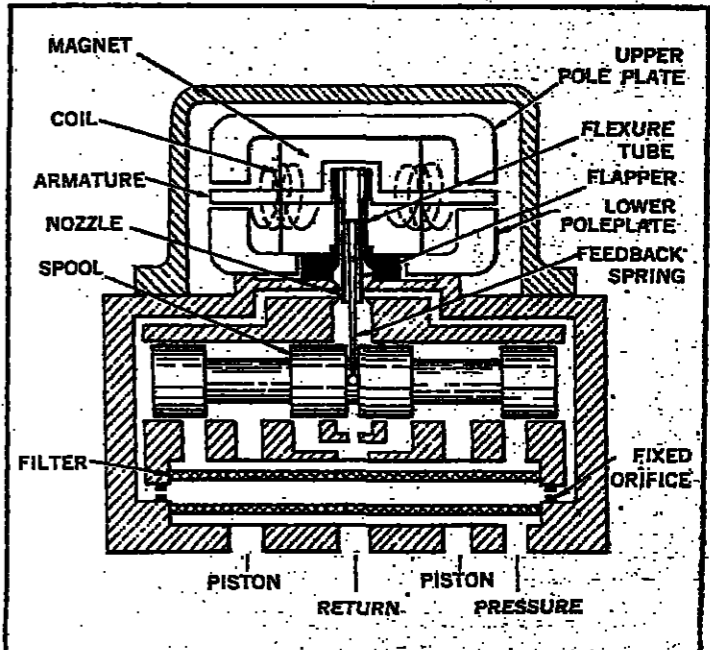
ELAINE WILLIAMS

Revolution for Hampshire

HUMPHSHIRE WILL never be the same again. Plastic cards for locks (had the old lock-makers heard of plastic) would have brought looks of disbelief to the men of Willenhall. Everybody must know Willenhall, that little Staffordshire town, north of Birmingham and not far from Walsall where the workers of the '30s filed away on benches in back garden sheds to produce "Yale-type" locks and padlocks. Down the road in Walsall the men of the 30s were producing leather goods, and provided the local soccer team with the name "The Soccers."

Charlotte, North Carolina, Yale product development has come up with a plastic card hotel room security system, compatible, it says, with "the more popular lock configurations whether of European or U.S. origin." Yale calls it Yaletronics which consists of an electronically controlled lock activated by the card type key, a CRT display screen unit, a keymaker and a printer. It works like this. On the hotel bedroom door is a Yale mortice lock and built-in microprocessor, synchronised with the hotel's central computer.

stored on a floppy disc with 5,000-room capacity. The printer offers a record showing who made the key (these can be plastic and carry any information which the hotel deems necessary for its records). The printer can also show the service level and the number of keys made. When a guest checks in, the receptionist uses the CRT unit to enter registration information to the computer. The keymaker produces a punch coded key valid only for that guest. Test installations are operating at the Tara Hotel in London, Caesar's Palace in Las Vegas and the Polynesian Village in Disneyland, Orlando, Florida. But it all comes back to Hampshire for further information. Yale Security Products is at Wood Street, Willenhall, West Midlands (B902 66911).



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# RESTORING A SCOTTISH BANK, WE HAD TO WATCH THE OVERHEADS.

The Banking Hall of the new London Chief Office of the Bank of Scotland has a truly magnificent listed ceiling.

In glazed ceramic, and in 'art nouveau' style, it's the work of the famous Victorian designers and manufacturers, Burmantoft.

It was something Wates had to watch very carefully indeed when we started to restore and develop the site, behind a listed Victorian facade.

There was, indeed, plenty in the contract that might have put the ceiling in jeopardy.

Removing the existing roof, to extend the building by another floor, then building a new mansard in keeping with the Palladian style of architecture.

Replacing a lightwell to the rear of the building in order to 'stitch in' a new steel frame for seven new floors.

Re-building the bank's basement in order to install two new two-storey vaults.

In addition, a 7-ton generator and other heavy plant had to be hoisted to the roof. All in the face of incredible access and egress problems.

Our only means of getting to the rear of the site was through a narrow courtyard, Threadneedle Court, alongside the Bank. (Threadneedle Street has a double

yellow line, which meant no off-loading during normal hours.)

Thousands of cubic metres of material excavated from the basement had to be removed at night-time through this busy courtyard.

In the event, we protected the ceilings by covering them with nylon netting stretched between steel cables.

And protected them from rain above by waterproofing the third floor with a special membrane (allowing us to demolish the old slate roof).

Down in the Banking Hall, we carefully restored marble columns, gold leaf decoration, and the magnificent mahogany vestibule.

In the floors above, we installed modern air-conditioned offices for the Bank's Directors and staff, with three lifts, a modern staff dining area and a prestigious Directors' Boardroom.

And all the electronic wizardry that a modern banking headquarters needs.

We handed over Phase One of the building last November, on the agreed date.

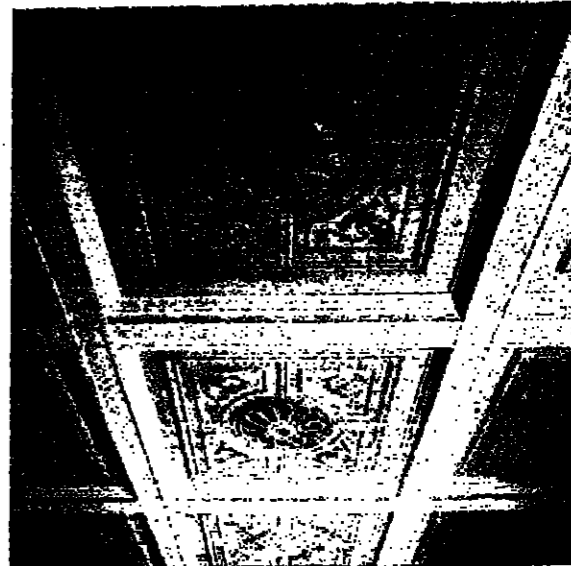
In that time, we had more than doubled the original floor area of the Bank.

And provided the Bank with a perfect blend of 19th century elegance, and 20th century office efficiency.

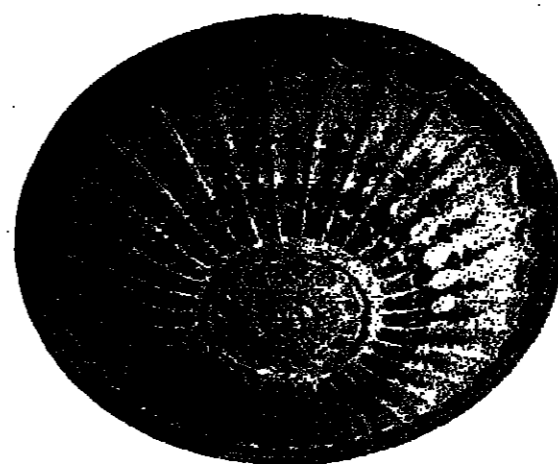
The Chief Architect of the Bank said he was impressed not only that 'Wates cared' but that 'Wates people cared' from boardroom level to the site operatives.

It's an attitude to construction we're very proud to adopt, and be known for.

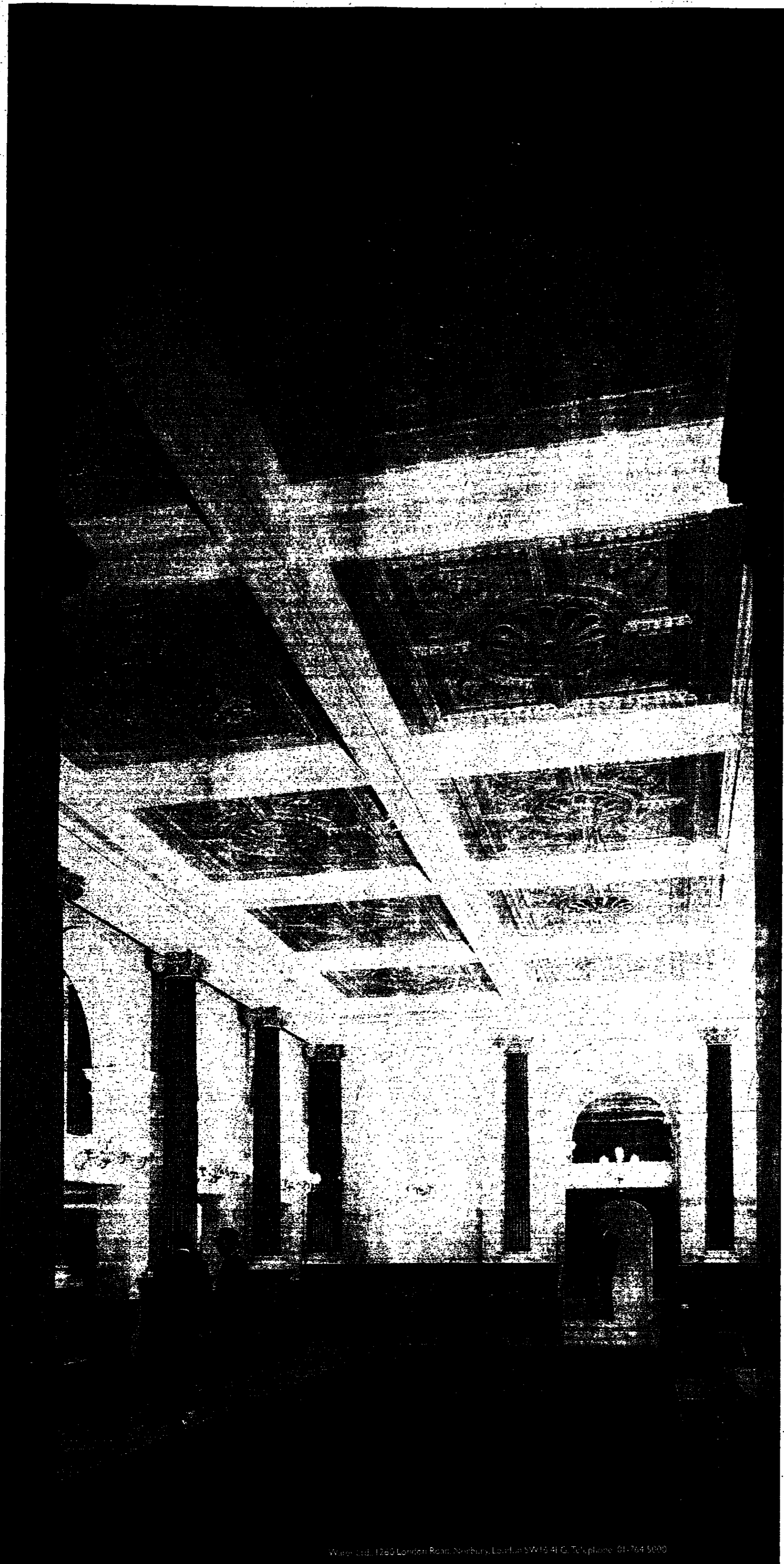
Whether it be a Bank, or a superstore, or a local authority that signs the cheque. **wates build with care**



Burmantoft's glazed ceramic ceiling of 1900 in the main Banking Hall.



The beautiful circular ceiling in the West Pavilion Reception Office.



# THE PROPERTY MARKET BY MICHAEL CASSELL IN HONG KONG

## Hong Kong's 'pressure cooker' loses steam

THE irrepressible confidence of Hong Kong's property market, packed as tightly as the people and every bit as colourful, faces a major test of nerve. For after an unprecedented real estate development boom which brought with it leap-frogging rents, rocketing capital values and extraordinary company profits, the market—a pressure cooker hissing in the tropical heat—appears to have lost a little too much steam.

Those property companies blessed with hindsight say the crunch was inevitable, while those endowed with a great deal more optimism than ready cash talk of a hiccup rather than a holocaust. Uncharitable will no doubt be drawing some satisfaction from the discomfort of a market which has, in their eyes, never been considered quite pukka.

Whether the Hong Kong property sector remains perhaps the most exhilarating and potentially lucrative in the world is a matter of opinion, but there is no disputing the fact that, for the time being at least, it has gone over the top.

High interest rates, a downturn in the local and international economies and a mounting oversupply of space generated by a speculative development free-for-all have conspired to produce a market glut as well as a few headaches for some highly geared property traders with little or no investment income on which to fall back.

To add to the difficulties, a government which for years was berated for stimulating artificially high land prices by restricting sales has been stepping up its release programme in order to help finance a budget which

could be struggling to meet its targeted surplus.

Rents, until recently rising in percentages which could be mistaken for the midday humidity reading, have come to a near or actual standstill for most types of property in most areas. In the case of residential property, an important constituent in the Hong Kong real estate scene, rents have fallen by 20-30 per cent from levels which were ludicrously ambitious as the developers were outrageously greedy.

### Trading

In central district on Hong Kong island, the heart of the local property market, speculative trading in new retail space (floor by floor or even unit by unit) has left some shop complexes neglected and blighted by empty space. Writs rather than opening hours adorn windows and doors.

On the Kowloon peninsula and in the New Territories, some industrial space and development land is available at one-third the price being asked at the market's peak.

All eyes now appear to be focused on the property traders who appear most vulnerable and the property sector appears to be treading carefully in the hope that no one trips up and deals a nasty blow to the confidence which, in Hong Kong, permeates everyone and everything.

News this week that a consortium embracing several of the best known property names in Hong Kong, which owns two central district office towers, is being dismantled because of failure to agree to cut asking rents, will not help sentiment.

There is, as in every property

market, a momentum which cannot be halted overnight and in Hong Kong the problem is invariably compounded by a government requirement that land sold for development must be utilised within a defined period if penalties are to be avoided.

Despite the historically high volume of empty space now affecting all sectors of the market, the supply of new accommodation is still set to rise dramatically. Retail floorspace arriving on the market this year—estimated at over 8m sq ft—will represent three times the highest annual take-up rate recorded since 1977. In the office sector, where 3m sq ft of space is empty despite a higher take-up rate, the total stock is expected to rise by nearly 60 per cent to around 45m sq ft by 1982 and 1984.

Add to all that the question which everyone asks and which no-one can answer—the future of the colony's leased territories after 1997—and confidence might appear singularly inappropriate. Not a bit of it, though with 15 years to go (the self-same period over which most bank finance is arranged) the lease issue is becoming more pressing.

### Shake-out

The present shake-out is leaving the major property developers outwardly unmoved, though most are prepared to admit that the Hong Kong market could be ticking over rather than taking off for anything up to three years or more. At least two major groups—Hang Lung Development and Carrion—are openly talking in terms of a five-year "waiting period."

But at the same time, there is evidence that best quality space which—most importantly of all—is well managed and maintained, is not suffering anything like as badly. Hong Kong Land's vacancy rate is a little over 1 per cent (a little churlish to point out that not too long ago it stood at zero?) and those companies with a good portfolio and solid investment earnings growth seem unafraid of the short-term. There is little doubt that if any prime, central property does come available it would achieve a record price.

At the same time, however, the strong are keeping a close eye on the weak, in the knowledge that one company's enforced property sale could represent a long-term bargain for someone else.

But overriding all the negative factors, there is still a dynamism which might sound tripe until it is seen in action. "Underlying strength" is a catchphrase well loved by UK agents when the going gets tough but in Hong Kong, where this year a projected 8 per cent growth in GDP is considered unsatisfactory, there is no cause to treat such claims with cynicism or to imagine that the real estate sector will not overcome its problems.

There is a strength and vitality in Hong Kong which has enabled its 5m people to create one of the world's most successful manufacturing and commercial centres. There are no signs that these qualities are any more likely to disappear than the string of Manhattan-style office towers which stare north to Kowloon across one of the world's most spectacular harbours.

GEORGE TAN likes cash. As chairman of Carrion Investments, he spends it and then, in true oriental style, makes some more.

Carrion, the major quoted Hong Kong vehicle of cash-rich private parent company Carrion Holdings, is now a force to be reckoned with in the local property market and is at least partially emerging from behind a veil of secrecy which has made it and its associates as intriguing as they are successful.

Mr Tan comes from one of the four families who ultimately control the Carrion group and he has ways of doing business which, at least to the "visiting" property correspondent, appear a trifle odd. The efficacy of such apparent eccentricities is not, however, in question.

Mr Tan, like many of his Chinese business colleagues, pays close attention to "Fung

Shui," the spiritual influences on his fortunes, while running a group of companies which extends to a 67-strong shipping fleet and a controlling interest in Chinese Underwriters, the insurance group.

As a result, Mr Tan is not averse to insisting upon the inclusion of the lucky number eight being contained in sale or purchase prices and he may well convene a contract signing session in the middle of the night if that is what his "Fung Shui" man considers appropriate.

The Carrion chairman is a highly colourful character who has equipped the penthouse suite in his waterside headquarters with an array of Louis XVI furniture, English masterpieces and Chinese carpets which would do credit to any James Bond film. Mr Tan—he works an 18-hour day "because it is a 24-hour

world"—has been known to christen those carpets with champagne if a particular deal has taken his fancy.

But Carrion is a far from fanciful operation and the pace of its development since it first came to light a little more than two years ago has been remarkable even by Hong Kong standards.

By the end of 1981, Carrion Investments had net assets of HK\$5.5bn against HK\$1.19bn a year earlier and had made the total transformation from the small property company picked up via the Carrion group in 1980. Pre-tax profits last year rose from HK\$72m to HK\$762m.

The company's purchase of Gammon House from Hong Kong Land for HK\$983m and subsequent resale eight months later for HK\$1.65bn is still talked of in admiring tones in a market where price records often become out-

dated as quickly as the latest computer game.

The company's property interests now extend to nearly 3m sq ft of Hong Kong land (paid for in cash) at the planning stage, 567,000 sq ft under development and another 722,000 sq ft which is, or will, shortly be income producing.

There are 36 development projects underway around the world, not least a scheme in Oakland, California which will provide over 2.5m sq ft of office space and give the west coast of the U.S. its tallest building to date.

According to George Tan, Carrion has now divested itself of the secondary properties which come with several acquisitions and now intends to use the weak market—and no doubt some more of its cash—to make further prime purchases as a preliminary to the next round of Carrion and joint venture developments.

## The signs look good for Mr Tan

## Not a day to lose on Hong Kong Land's Exchange

With interest charges already running at HK\$1.2m a day, small wonder that Hong Kong Land was on site within 48 hours of its world record-breaking purchase of "inland lot 8698"—otherwise known as the Connaught II site.

It was in February that Land paid HK\$4.75bn for the last remaining prime chunk of land in central business district. The site adjoins the notorious Connaught I tower and will provide in three towers another 1.25m sq ft of lettable office space, 45,000 sq ft of which will house the three unified Hong Kong stock exchanges.

The price—at HK\$33,000 a

sq ft—was barely half what the Government had originally expected but there was little surprise about the identity of the winning bidder, which has net assets of over HK\$20bn.

In the words of Trevor Bedford, managing director of Land, "We were the only people who could really afford it and we were expected to get a site which has so much strategic importance for us."

With the acquisition, Land has ownership of a slab of central district which takes in both the Connaught complex—to be re-named Exchange Square—and the massive Landmark Centre, now being developed.

Rent reviews in Gloucester Tower, the first phase of the Landmark complex completed in 1980, are producing rentals of around HK\$31 a sq ft per month against an original HK\$10. Next floor, where one floor is being added every five days to the 600,000-sq ft Edinburgh Tower, already 80 per cent is let at around HK\$30.

Land's view of what the lettings market has in store can be guessed from its private assumption that Exchange Square rents in 1985 are only likely to be around the HK\$38-\$40 sq ft mark.

According to Mr Bedford:

"We already have over 25m sq ft of prime property in Central and our commitment in this area will continue to provide the bulk of our earnings. He accepts the market is going to be tougher for a while but emphasizes that, in the case of Hong Kong Land, which has no less than 50 per cent of its space let at well below current rentals, the next two years look good."

As if Exchange Square was not enough, the company is apparently also paying close attention to a possible HK\$400m scheme along the harbour front at Wanchai, which is likely to involve an international exhibition centre.

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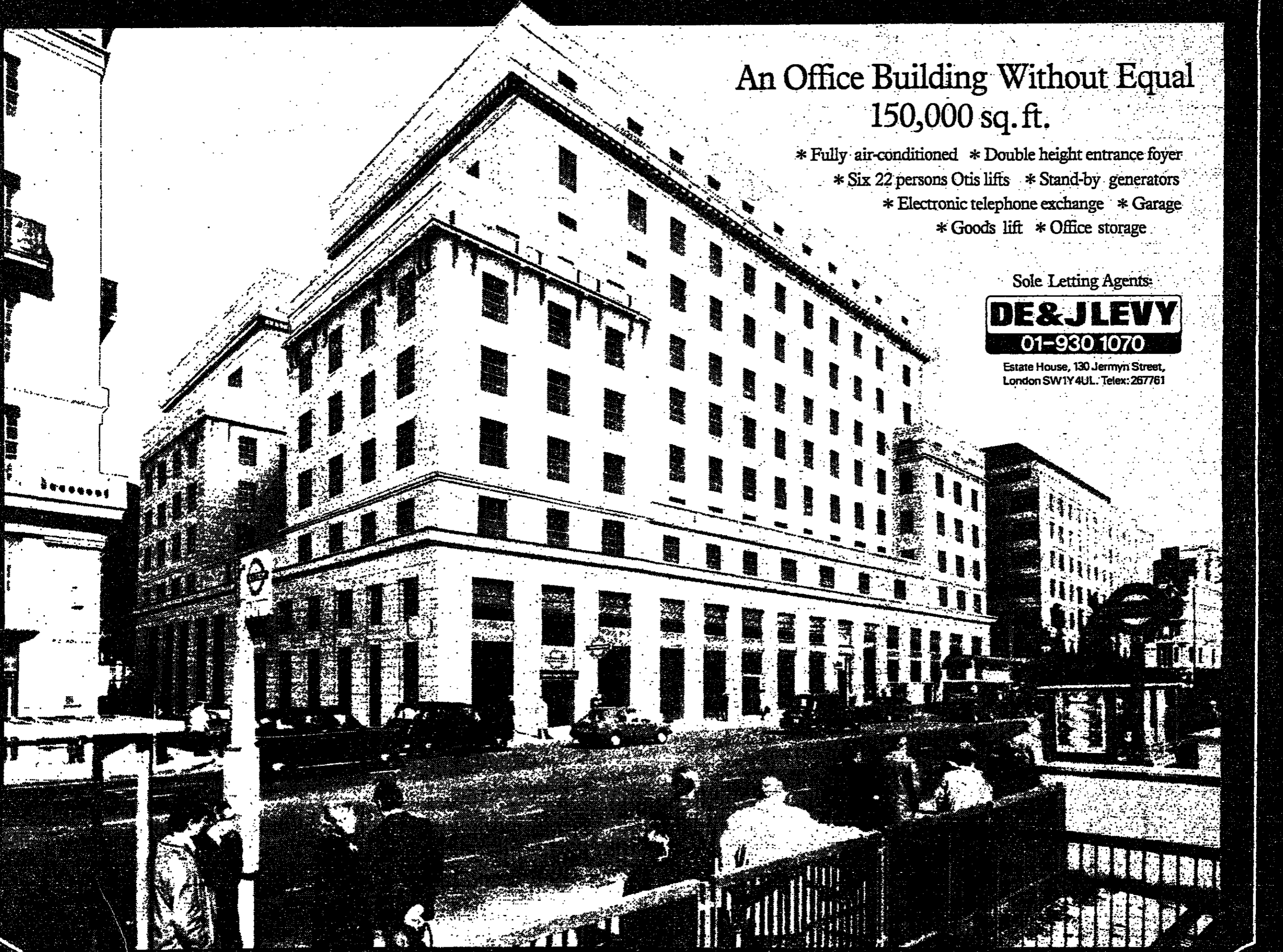
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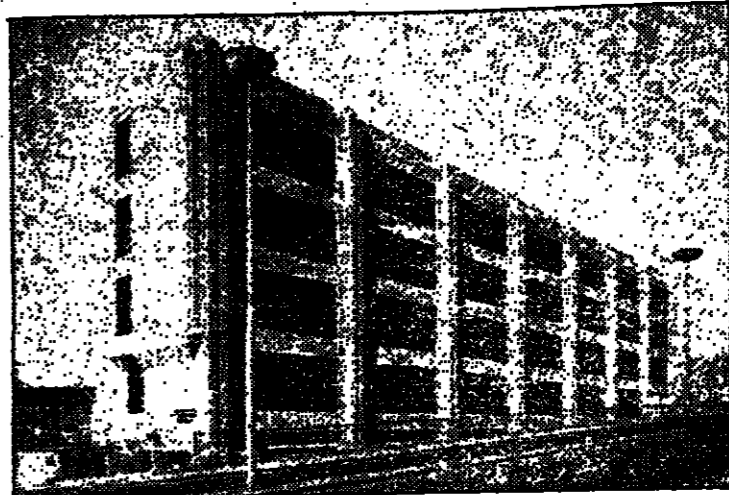
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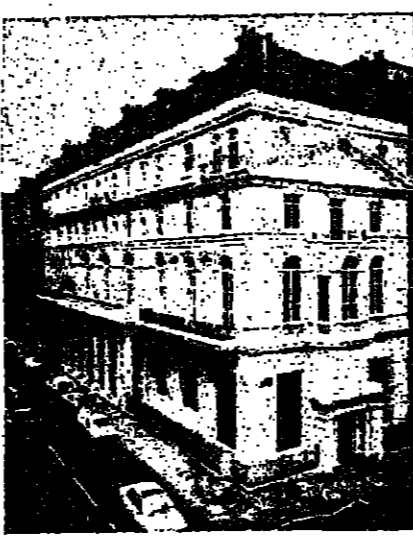
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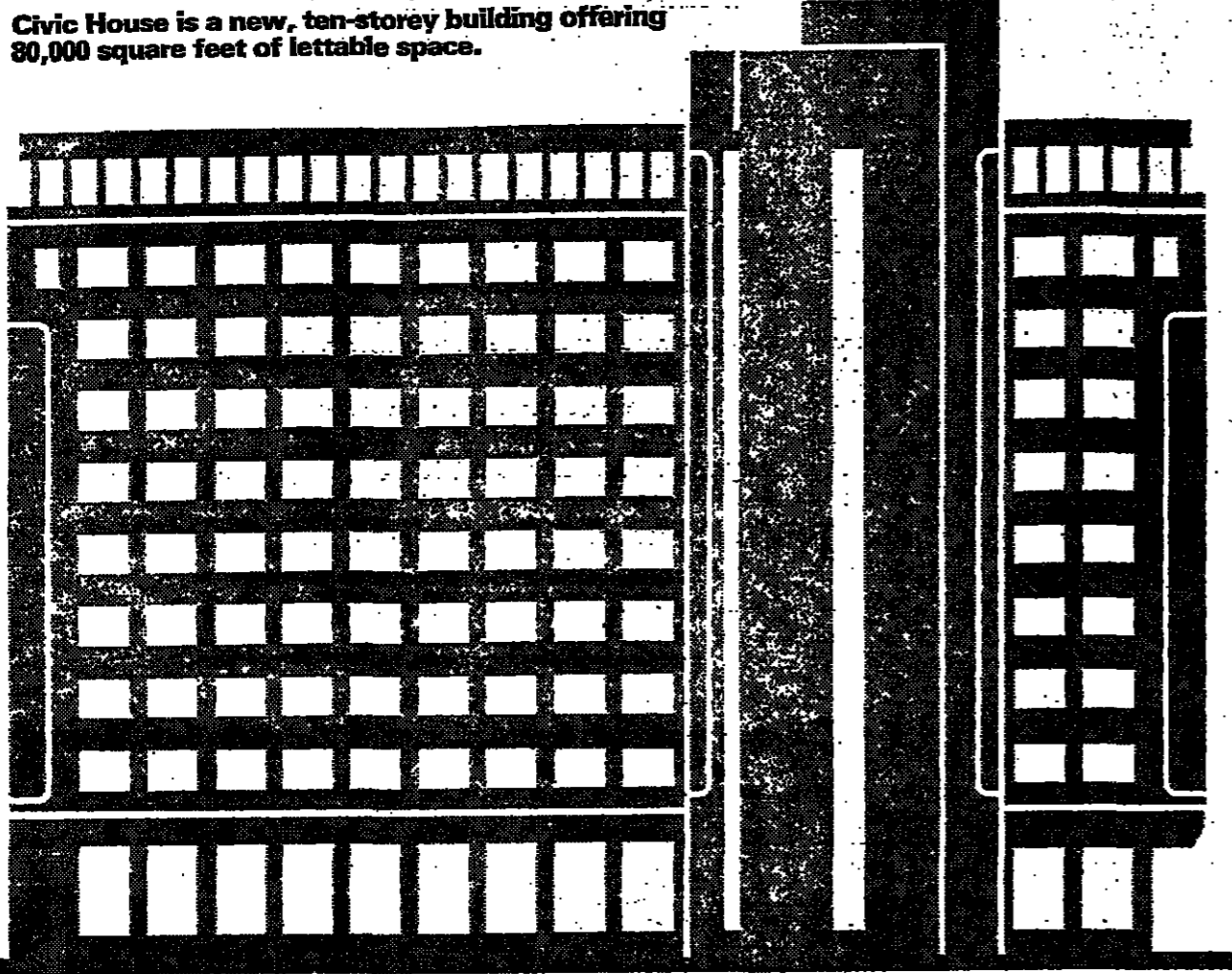
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Handwritten note in Arabic script at the top right of the page.

- BBC 1
6:40-7:55 am Open University (Ultra High Frequency only)
9:00-12:10 pm For Schools, Colleges
12:30 News After Noon
1:00 Pebble Mill at One, 1.45 Heads and Tails, 2.00 For Schools, Colleges, 2.30-2.55 Weekend Wardrobe, 3.20 Popton Y Cwm, 3.55 Regional News (except London), 3.55 Play School, 4.20 Secret Squirrel, 4.25 Make 'em Laugh, 4.45 Newsround Extra, 4.55 Blue Peter Special Assignment.

TELEVISION
Chris Dunkley: Tonight's Choice
The BBC makes it another rich night for cinema lovers, starting with the latest in its "Stars of the Silent Screen" series on BBC-2 which for me, and surely many others, could usefully be shifted from its 5.40 start time to mid-evening.

- LONDON
9:35 am Schools Programmes, 11.32 The Bubbles, 12.00 Song Book, 12.10 pm Once Upon A Time, 12.30 Our Incredible World, 1.00 News plus FT Index, 1.20 Thames News with Jane Corbin, 1.30 About Britain, 2.00 After Noon Plus, presented by Elaine Grand, 2.45 Friday Matinee: "The Moonlight Monsters," 4.15 Bugs Bunny, 4.20 Dance Crazy, 4.45 Free-time with Mick Robertson, 5.15 Film Fun with Derek Griffiths, 5.45 News, 6.00 The 6 O'clock Show, 7.00 Family Fortunes, presented by Bob Monkhouse, 7.30 The Fall Guy, starring Lee Majors, 8.30 The Boulder, starring Peter Bowles and George Cole, 9.00 The Pope: Song in a Strange Land, 10.00 News, 10.45 Cup Final Forum, 11.15 The London Programme: A Year Of Ken Livingstone, 11.50 Dolly, starring Dolly Parton, 12.20 am Rawhide, starring Clint Eastwood, 1.20 Close: Sit Up and Listen
† Indicates programme in black and white

FT COMMERCIAL LAW REPORTS

Priority of pledge over registered charge

BEVERLEY ACCEPTANCES LTD v OAKLEY AND OTHERS
Court of Appeal (Lord Denning, Master of the Rolls, Lord Justice Donaldson and Lord Justice Slade); May 19 1982

A MERCANTILE agent's disposition of goods with the consent of their owner must take place simultaneously with his possession of the goods in order to be valid: and a registered charge executed by the owner of goods not in his possession, acting in his capacity as mercantile agent, will not have priority over an earlier pledge of the same goods made by him in his capacity as owner.

The Court of Appeal so held (Lord Denning dissenting), when dismissing an appeal by the plaintiffs, Beverley Acceptances Ltd, a finance house, from Judge Stubb's decision that a registered charge on two Rolls-Royce cars made to Beverley by Oakley, did not have priority over an earlier pledge of the same cars by Mr Oakley to another defendant, Mr W. Green.

LORD DENNING, Master of the Rolls, said in a dissenting judgment, that Mr Oakley renovated old cars and resold them. He was a "mercantile agent" within the meaning of the Factors Act 1889.

By the purpose of section 2 (1) of the Factors Act [relied on by Beverley in the present case], Mr Oakley was enabled to buy two Rolls-Royce cars, Mr Oakley said he would repay him £38,000 within four months. He signed a document giving Mr Green a charge on the cars as security for the £38,000. He agreed to park them in the public house compound, and that Mr Green should hold the log books and be at liberty to sell the cars.

- All IBA Regions as London except at the following times:
ANGLIA
12.30 pm Soread Your Wings, 1.30 Anglia News, 2.45 Friday Film Matinee: "Tell Me My Name (TV Movie)", 6.00 About Anglia, 11.15 Members Only, 11.45 Friday Late Film: "Tick, Tick, Tick" starring Jim Brown, George Kennedy and Fredano March, 1.30 am Dear Diary.

- GRANADA
11.52 am Video Nation, 1.20 pm Granada Reports, 1.30 Exchange Flags, 2.00 About Britain, 2.30 Friday Matinee: "Decoy" starring Edward Judd and James Robertson, 8.00 Kick Off, 8.20 Granada Reports, 11.15 A Week on Friday, 11.45 The Late Film: "Creatures that Forget".

- TYNE TEES
9.25 am The Good Word, 9.30 North East News, 12.30 pm Five of Harmony, 1.20 North East News and Lookaround, 12.45 Friday Matinee: "Trouble in Stone", starring Norman Wisdom and Margaret Rutherford, 4.15 Casford Yms, 6.00 North East News, 6.02 Sporttime, 8.30 Northern Life, 10.45 North East News, 10.47 Friday Live, 12.15 am Cup Final Forum, 12.45 Post's Corner.

- CENTRAL
12.30 pm Domestic Incident, 1.20 Central News, 2.45 Afternoon Cinema: "The Cat", starring Jean Gabin, 6.00 Central News, 11.15 Soap, 11.45 Central News, 11.50 Invitation to Starring: "The Anderson Tapes", starring Sean Connery.

- RADIO 1
5.00 am As Radio 2, 7.00 Mike Read, 9.00 Simon Bates, 11.30 Dave Lee Travis, 2.00 pm Steve Wright, 6.30 Newsbeat, 8.45 Roundtable, 7.00 Andy Peebles, 10.00-12.00 The Friday Rock Show (S).

- RADIO 3
6.55 am Weather, 7.00 News, 7.05 Morning Concert (S), 8.00 News, 8.05 Morning Concert (continued) (S), 9.00 News, 9.05 This Week's Composer: Schubert (S), 10.00 Northern Simonia of England (S), 11.05 John Williams Guitar recital (S), 11.25 Susan Howes piano recital (S), 12.10 pm Midday Concert, part 1 (S), 1.00 News, 1.05 Midday Concert, part 2 (S), 1.50 Michael Leighton Jones sung recital (S), 2.45 Berlin Philharmonic Orchestra, 6.00 Choral Evensong (S), 6.55 News, 6.55 Mainly for Pleasure (S), 7.30 The Romance and the Rose (S), 7.30 Bath Festival: 1982, concert "from the side in May, 11.48 Bird of the Week, 12.00 News, 12.02 pm You and Yours, 12.27 Frank Muir: Guess Into... Horror (S), 12.55 Weather, travel, programme news, 1.00 The World at One, 1.40 The Archers, 1.55 Shipping Forecast, 2.00 News, 2.02 Women's Hour, 3.00 News, 3.02 Afternoon Theatre (S), 4.00 News, 4.02 Village Village, 4.10 Asian Links, 4.40 Story Time, 5.00 PM: News Magazine, 5.50 Shipping Forecast, 5.55 Weather, programme news, 6.00 News, including Financial Report, 6.30 Going Places, 7.00 News, 7.05 The Archers, 7.20 Pick of the Week (S), 8.10 Probie, 8.30 Any Questions, 8.15 Letter from Australia by Alistair Cooke, 8.30 Kaleidoscope, 9.59 Weather, 10.00 The World Tonight, 10.25 Week Ending (S), 11.00 A Book at Bedtime, 11.35 The Look At... by Anthony Smith, 10.00 News, 10.02 International Assignment, 10.30 Daily Service, 10.45 Morning Story, 11.20 News, 11.03 The Country-

FT FINANCIAL TIMES CONFERENCES
Portugal - A new outlook
Lisbon, 21 and 22 June 1982
The Portuguese Prime Minister, H.E. Dr Francisco Pinto Balsemão, will open this international forum to be sponsored by the Financial Times and the Foreign Investment Institute.

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Companies and Markets BIDS AND DEALS

ISSUE NEWS

Aliazanz talks with Eagle Star await EEC decision

Allianz Versicherungs AG, the West German insurance group, is awaiting an EEC decision on whether the latter will launch an inquiry into the company's purchase of a 28 per cent stake in Eagle Star Holdings.

Star chairman, said on May 7, his company expects an EEC decision by June 2, but Herr Schieren said he did not expect it so soon.

The UK Monopolies and Mergers Commission and the West German Federal Cartel Office have named down objections to Allianz's 28 per cent stake, the sources said.

Anderson predicts 75% jump

REPLYING to the £64m bid by mining finance group Charter Consolidated, which Sir Monty Finiston, the company's chairman, decided yesterday as "unsophisticated and innocent industrially," Anderson Strathclyde has forecast a 75 per cent increase in profits before tax to £11.1m in the year to March 31 last.

Anderson Strathclyde has discussed the competition aspects of the bid with the Office of Fair Trading and, although Sir Monty seemed content yesterday to play down what has become known as the "Scottish card" or the group's position as one of Scotland's largest employers, he said: "I don't care what we use to defend ourselves."

The defence, however, was silent in one area at which Charter and its advisors, Hambros Bank, will be looking with particular interest. There is, as yet, no attempt to outline the prospects for the current year. The order book is said to be broadly flat but it was a year ago, but no predictions will be published until the reporting accountants, Coopers & Lybrand, have completed an independent scrutiny sometime in the middle of next month.

Lookers launches full takeover of Braid group

A SERIES of share purchases in the market over recent weeks has given Lookers, the Manchester-based motor vehicles distributor, a 21.1 per cent stake in Braid Group, another North country distributor. Yesterday Lookers launched a full bid valuing Braid at £2m.

Braid shareholders are offered 50p cash for each ordinary share and the same for each preference share. A Lookers loan note alternative will also be available. Last night, Braid's shares closed up 9p at 51p. Lookers' own shares were unchanged at 47p.

Ellis & Everard U.S. acquisition

Ellis & Everard has signed a contract, subject to certain conditions, to wholly acquire American Industrial Chemical Corporation, a private company based in Atlanta, Georgia. It is anticipated that completion will take place in mid-July.

Thomas Roberts bids for rest of Burt Boulton

Thomas Roberts (Westminster) is bidding 400p per share for the outstanding 8.56 per cent stake in the loss-making timber and road materials group, Burt Boulton Holdings. The offer has been agreed by the three independent directors.

The bid also comprises an offer of 85p for each 4.9 per cent £1 preference stock unit and proposals for early repayment of the outstanding £565,051 61 per cent debenture stock, of which Thomas Roberts owns 56 per cent, at £90 per cent.

At the EGM of Cawoods yesterday shareholders approved the merger of Redland and Cawoods. The offers remain conditional inter alia on the passing of the resolutions to be proposed at the EGM of Redland, to be held on May 24.



Mr. Jonas of Jochnick, chairman of Oriflame, with a range of the company's cosmetic goods.

European cosmetic group's £5m offer

Oriflame International, a Luxembourg-registered cosmetics company, is raising £5.2m by an offer for sale of shares. Oriflame is one of the first Continental European groups to make such an offer on the London market since exchange controls were removed almost three years ago.

The offer, made by Morgan Grenfell and Birt Eastman, consists of 586,634 shares of \$1.50 at 600p a share—16.25 per cent of the issued capital after the offer—capitalising Oriflame at £32m. Brokers to the offer are de Zoete and Bevan.

Baird Eves' listing planned for next week

The widely anticipated public listing of Baird Eves, an Essex based property agent, has been planned for next week. The full prospectus will be published next Friday and the application lists are expected to open on June 3.

The issue, which will be a full Stock Exchange listing, will raise over £3m and will probably involve over a third of the capital coming to outside shareholders. Control, however, will remain with the existing equity holders.

Fulton's 'advance' talks with Mercantile House

THE MANAGEMENT of Fulton Packshaw, the sterling money broking arm of the former Charles Fulton group, is in an advanced stage of discussion with Mercantile House Holdings about the purchase of its company.

Mr Robin Packshaw, chairman of Fulton Packshaw, and about 20 other directors and associate directors plan to acquire 75 per cent of the shares in the new Packshaw company. The remaining shares will be held by the jobbers, Weid Durlacher Mordant purely as a trade investment.

Radio City comes to the USM

Radio City (Sound of Merseyside) is to become the first commercial radio station to go public. The shares will be dealt on the Unlisted Securities Market.

The offer for sale is of 650,000 "A" ordinary non-voting shares of 25p each at 77p per share. Effective control will continue to rest with the 400,000 ordinary voting shares of 25p each.

London and Northern Group PLC

PRELIMINARY RESULTS FOR 1981

- \* Substantially improved second half results
\* Earnings per Share 11.5p
\* Maintained dividend covered over 3 times
\* Net assets increased by £5 million to £51 million
\* Net borrowings reduced by £4 million to £17 million
\* Queens Award for Export Achievement 1982 awarded to Coopers (Metals) Limited

Table with 2 columns: 1981, 1980. Rows include Turnover, PRE-TAX PROFIT, TAXATION-current year, TAXATION-prior years, PROFIT AFTER TAX, MINORITY INTERESTS, ATTRIBUTABLE PROFIT, Dividends-Preference, Dividends-Ordinary, Extraordinary items, Goodwill, Other (mainly closure & disposed costs), RETAINED PROFITS.

The directors have recommended a final dividend of 2.35p per ordinary share (3.36p gross) payable on 12th July to shareholders on the register on 7th June 1982 making a total for the year of 3.75p (5.36p gross).

SWIRE PACIFIC LIMITED

FINAL DIVIDENDS FOR THE YEAR ENDED 31st DECEMBER 1981

SCRIP DIVIDEND PROPOSAL
The 1981 Annual Report of Swire Pacific Limited, together with a letter about a Scrip Dividend Proposal, was despatched to shareholders on 6th May 1982 prior to an Extraordinary General Meeting and the Ordinary General Meeting for 1982 which have been convened for 28th May 1982 in Hong Kong.

By ORDER OF THE BOARD
JOHN SWIRE & SONS (H.K.) LIMITED
SECRETARIES

S. JEROME & SONS

Satisfactory results after a most difficult year '77
William Jerome, Chairman

Table with 2 columns: 1981, 1980. Rows include TURNOVER, PROFIT BEFORE TAX, PROFIT AFTER TAX, EARNINGS PER SHARE, DIVIDENDS PER SHARE.

\* DIVIDEND INCREASED BY 10%
\* ONE FOR FIVE SCRIP ISSUE
\* TEXTILE DIVISIONS MAINTAINED SAME PRE TAX PROFITS IN SPITE OF CONTINUED WORLD RECESSION
\* ELECTRONIC COMPANIES HAVE CONTRIBUTED 31% OF GROUP TURNOVER AND 37% OF GROUP PROFIT

Copies of the Annual Report and Accounts can be obtained from The Secretary, S. Jerome & Sons (Holdings) p.l.c., Victoria Works, Shipley, Yorkshire BD17 7EF.

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UK COMPANY NEWS

MINING NEWS

Brockhouse 'disappoints' - setback in engineering

THE hoped for return to profitability this year at Brockhouse failed to materialise in the first six months to March 31 1982. Although first-half losses...

moved up by £2.8m to £31.8m. Brockhouse is an industrial holding company, with interests in engineering, transport, building...

books at home show an improvement. Order intake and sales for all home companies showed an unexpected marked dip in December and January...

Joseph Holt up 33% for year

BREWERY and wine and spirit merchant Joseph Holt saw profit before tax rise 33 per cent in 1981, from £1.35m to £1.85m.

Slight advance at London Atlantic Inv.

A modest increase in net revenue is reported by London Atlantic Investment Trust for the year to March 31, 1982.

Western Mining continues talks on Yeelirrie

CONFIRMATION that Australia's Western Mining is continuing its search for a partner to raise £500m in the AS19m Yeelirrie uranium venture...

Canadian round-up

BECAUSE OF the low prices for uranium and the reduced demand for the material on world markets, Bow Valley Industries, one of the partners in the C\$400m (£190m) Midwest Lake uranium deposit...

UK key to Coates Bros. growth

Coates Brothers, which had an impressive second half last year, is looking to keep up this progress in 1982.

recovery in continental Europe and the U.S. will be haltingly fragile and is likely to be more than offset by a slowing down in other overseas markets...

recovery in continental Europe and the U.S. will be haltingly fragile and is likely to be more than offset by a slowing down in other overseas markets...

COMPANY NOTICES

UNILEVER NV. DIVIDEND ON CERTIFICATES FOR ORDINARY CAPITAL. ISSUED BY N.V. NEDERLANDSCHE ADMINISTRATIE-EN TRUSTKANTOOR.

APPOINTMENTS

TRADER. Experienced trader required for London trading department of large international financial organisation.

ART GALLERIES

NEW SHOWING. Sculpture—E. Anderson, Paintings—A. Anderson, Severn, Diels, Mellers, Carr, Gorden. THACKRAY GALLERY, 18, Thackeray St., Kensington, W.8.

CLUBS

EYE has pulled the others because of a policy of fair play and value for money. It is a club for all ages and abilities.

PUBLIC NOTICES

NOTICE IS HEREBY GIVEN that the SIXTH ANNUAL GENERAL MEETING of the REGISTERED COMPANY...

Turriff confident about current year trading

IN HIS annual review Mr. W. G. Turriff, the chairman of Turriff Corporation, says that although all the group's construction interests encountered the most severe competitive conditions...

LONDON TRADED OPTIONS

Table with columns: Option, Expiry, Closing price, Vol., Closing offer, Vol., Closing offer, Vol., Equity close. Includes options for BP, Shell, and various commodities.

BANK RETURN

Table showing bank returns for various banks and categories, including Liabilities, Assets, and Reserves.

BASE LENDING RATES

Table of base lending rates for various banks, including A.E.N. Bank, Allied Irish Bank, and others.

THORPAC MEETS ITS FORECAST WITH £257,000

Taxable profits of Thorpac Group, the distributor of domestic deep freeze packaging and accessories, have risen from £151,000 to £257,000 for the year ended March 31 1982.

Handwritten note: *Handwritten text in a box at the top of the page.*

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**UK COMPANY NEWS**

**REPORTS TO MEETINGS**

**BICC sees better performance**

BICC expects to improve its performance in 1982 despite a tight economic environment, Mr Raymond Pennock, chairman, told the annual meeting. Mr Pennock could not predict a precise pre-tax profit figure for 1982, but said rationalisation of UK businesses, together with acquisitions in the electronics sector, would enable the group to improve performance in spite of slow economic growth in its major areas of business.

Export orders were at a high level in the first four months and the board anticipated total export sales of compression fittings to be 40 per cent ahead for the year. The UK market for gas regulators continued to be difficult. The most exciting prospect was the opportunity for the new range of gas regulators in overseas markets.

The worldwide finds of natural gas were resulting in such systems being established in Denmark, the Middle East, the Far East, Australia and South America, said Mr Mather. The Jeavons' product was ideally suited to these new markets and the potential was enormous although it will take time to develop.

**Jeavons prospects good**

Mr Terry Maher, chairman of Jeavons Engineering, told shareholders that demand for "Jevo" compression fittings in the year so far had continued to be strong.

In the UK, extreme weather conditions during January and February created exceptional demand and although business had not continued at that level in recent months, it continued to run ahead of some period last year and prospects for remainder of year were good.

**Cadbury Schweppes confident**

Sir Adrian Cadbury, chairman of Cadbury Schweppes, told shareholders at the annual meeting that he was confident the company's progress would be sustained in 1982.

"In the home market the year started slowly, but sales are now picking up against a background of tough competition in the grocery trade," he said. Results from our businesses overseas are well up to expectations and exports are ahead of budget.

"We have continued to invest in the marketing of our brands to ensure that we take full advantage of improvements in demand."

**Johnson Group forecasts growth**

Mr John Crockatt, chairman of Johnson Group Cleaners told the annual meeting that trading in the early months of this year was affected by severe weather but the Group had more than recovered the lost ground.

"While the economic conditions remain uncertain," he said, "it is difficult to predict significant growth in consumer spending and, indeed, industrial activity."

However, he remained confident of the group's ability to grow in the UK and he saw earlier opportunities in the U.S. for expansion by acquisition and by organic growth in existing businesses. "We are hopeful of being able to expand our investment there during the course of 1982," he said.

Referring to the recent spate of bid rumours, Mr Crockatt stated that no approach has been received.

**Reckitt first quarter up**

TRADING results for the first quarter at Reckitt and Colman were encouraging, with sales and profit both showing satisfactory increases over the same period last year. Sir James Cleminson, chairman, told the annual meeting.

The consumer products division in the UK was still performing strongly, and the French business headed a good start to the year in Europe.

In the U.S., continuing investment was still needed, as stated in the annual report. The food business was doing well, and much effort was being put into Sunset Designs.

The deepening recession in Australia was making trading more difficult. The company had maintained advertising in support of its brands and was in a good position to ride the period out, the chairman said.

The business in Argentina, which formed only a small part of Reckitt and Colman as a whole, was carrying on satisfactorily.

While recognising that conditions can change quickly, the directors were basing plans on the firm belief that the company would continue to progress.

**Charles Hill sees encouragement**

Charles Hill of Bristol, the civil engineering and shipping group, had been encouraged by several bright spots among its varied interests, according to Mr Alistair Milne, chairman.

Mr Milne told the annual meeting there had been no great improvement in market conditions since the annual report last month but that several of the subsidiary companies were doing well.

"Much of the effort of the new Board had been directed towards ship repairs Jeffries, Avonmouth, and results for the first four months of 1982 were satisfactory in comparison with last year. The increased activity was further supported by a new marketing agreement with A. and P. Applidore, and Jeffries had the second half of the year with considerable confidence, said Mr Milne.

The property and construction interests of the group were progressing well, he added, and B. B. Kirk had continued its good performance, and is tendering for a substantial number of projects.

Transport activities have not matched the performance of the rest of the group and no improvement is expected this year, said Mr Milne.

The new acquisition, Octavian Hunt, had proved disappointing in trading terms. Although the first half is normally quiet, results had been adversely affected by customers' destocking of pesticides and by the six months delay in the approval of telephones under the Government's interim approval programme.

Several potentially suitable acquisitions are under review and while tight cash management is being treated as a priority, a return to profit is still the main target.

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Professor Dr. Herbert Grünwald, Chairman of the Management Board of Bayer A.G., Leverkusen.



Otto Wolf von Amerongen, President of the Association of German Chambers of Industry and Commerce.

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The issue price of the Debentures is 99 1/2 per cent. The Debentures have been admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the temporary global Debenture.

Interest is payable annually in arrears on 1st June, the first payment being made on 1st June, 1983.

Full particulars relating to the Debentures, IPF (Illinois Power Finance) Company N.V. and Illinois Power Company are available in the Extel Statistical Service and may be obtained during usual business hours up to and including 3rd June, 1982 from the brokers to the issue:

**Rowe & Pimms, City Gate House, 39-45 Finsbury Square, London EC2A 1JA**

20th May, 1982

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**BEKAERT in 1981**  
Zwevegem, Belgium

- A consolidated turnover of £389.472 million
- £19.318 million capital expenditure
- 45 factories in 15 countries (inclusive of indirect participations)
- 20 own sales offices all over the world

**Consolidated results of the Bekaert Group (in £ million\*)**

	1981	1980
Turnover	389.472	368.135
Net profit in favour of the Group	1.630	3.898
Depreciation	16.044	15.354
Own equity of the Group	118.367	106.945
Capital expenditure	19.318	19.079
* Exchange rate on December 31st in BF	73.61	75.16
Personnel on December 31st	11,811	13,078

Breakdown of consolidated turnover 1981 by activity sector:	Geographical breakdown of consolidated turnover 1981:
- Steel wire and steel wire products 49%	- E.E.C. 57%
- Steel wire for rubber reinforcement 34%	- Rest of Europe 13%
- Furniture sector 10%	- North America 22%
- Engineering and services 7%	- Rest of the world 8%

**Results of the parent company N.V. Bekaert S.A.**

in million £*	1981	1980
Turnover	235.294	223.763
Net profit	2.839	2.515
in £*		
Net profit per share	1.617	1.424
Net dividend (proposition of the Board of Directors to the General Assembly of shareholders)	1.155	1.064
* Exchange rate on December 31st in BF	73.61	75.16

General assembly of shareholders: 26th May 1982 10.30 am at Zwevegem, Belgium

The complete annual report is available on request. Please write to: N.V. BEKAERT SA, Secretariat General, Public Relations, B-8550 Zwevegem, Belgium

JWT calls for second opinion on audit

By Richard Lambert in New York

JWT GROUP, parent of the giant J. Walter Thompson advertising business...

The purpose of the review, JWT said, was to provide an objective, outside professional perspective...

In its recent annual report, JWT disclosed that an investigation into the activities of the syndication company...

The accounting irregularities, disclosed at the beginning of this year, concerned \$24m in fictitious earnings...

Clore set to win Gulf proxy fight

By Our New York Staff

A PRELIMINARY proxy count has indicated that a group of dissident shareholders led by Mr Alan Clore...

Mr Clore, son of the late Sir Charles Clore, owns 15.4 per cent of the shares in Gulf Resources...

The preliminary count indicated that his camp had won nearly 55 per cent of the votes cast...

Strong third quarter gain in Campbell Soup earnings

BY OUR FINANCIAL STAFF

A FURTHER gain in profits in the third quarter has put Campbell Soup, the leading producer of canned soups...

Rig sale boosts Gotaas-Larsen

BY ANDREW FISHER, SHIPPING CORRESPONDENT

OPERATING PROFITS of Gotaas-Larsen Shipping Corporation, based in Bermuda, fell back slightly in the first quarter of 1982...

Dome confirms U.S. assets sale

BY ROBERT GIBBENS IN MONTREAL

DOMESTIC PETROLEUM, Canada's third largest energy company, yesterday confirmed plans to sell all its U.S. exploration and production properties...

It is believed that proceeds of the sale, estimated at \$220 million, would be applied against debt estimated to total more than \$250 million...

canned soup manufacturer in the U.S. and Canada, has operations in most European countries, and in Japan, Australia and South America.

U.S., said interest charges had risen from \$11.2m to \$17m in the quarter, partly as rates have risen and partly because of higher debt after last September's delivery of the Golar Spirit...

Firm undertone in quiet bond markets

By Paul Taylor

TRADING in the Eurobond market came to a near-standstill yesterday as dealers gathered in Venice for the annual meeting of the Association of International Bond Dealers (AIBD)...

Euromarket caution on credit for Venezuela

By Peter Montagnon, Euromarket Correspondent

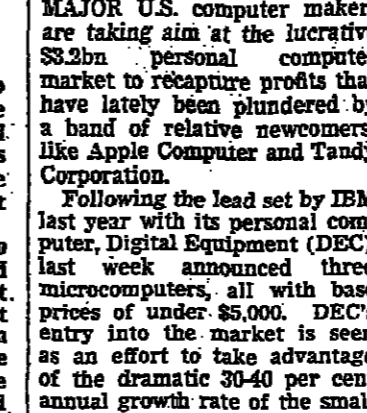
VENEZUELA'S efforts to raise a large credit in the Euro-markets moved ahead slowly yesterday with news of a meeting in Frankfurt.

The funds would be used to consolidate existing short-term Venezuelan debt. Bankers said yesterday that although Venezuela has reportedly offered financial help to Argentina...

Big boys muscle in on mini-computer market

BY LOUISE KENO IN SAN FRANCISCO

MAJOR U.S. computer makers are taking aim at the lucrative \$3.5bn personal computer market to recapture profits that have lately been plundered by a band of relative newcomers...



Digital's Rainbow 100—the latest newcomer in the booming personal computer market.

of his "welcome" to IBM last year. "We see their product introductions accelerating the growth rate of the personal computer market," he added.

The DEC announcement is seen as a major threat to Apple Computer, which has still to bring to market its overdue Apple IV high performance computer.

The real strength of DEC's offensive on the personal computer market lies, however, in its "professional" machines. Two models, both of which have basic prices under \$5,000...

Xerox is believed to have new personal computer products in development. The company is rumored to be putting together a microcomputer that uses a new operating system capable of performing several tasks simultaneously...

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of other bonds see the complete list of Eurobond prices which will be published next on Wednesday June 16.

Table with multiple columns: Issued, Bid, Offer, Change on day, Yield. Includes sub-sections for U.S. DOLLAR, OTHER STRAIGHTS, FLOATING RATE, CONVERTIBLE, and YEN STRAIGHTS.

Sethbacks for stores groups

By Our Financial Staff

DISAPPOINTING FIRST quarter results were announced by two major U.S. retailers. Federated Department Stores, which has outlets throughout the U.S. and a growing chain of super-markets in southern California...

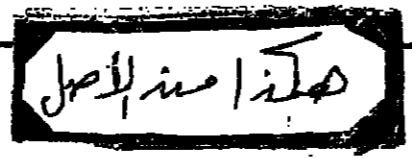
The company said sales were below forecast because of the recession, and that earnings had been reduced by charges relating to the Caldor department store chain in May last year. These would also affect second quarter earnings, but satisfactory results are forecast for the full year.

This announcement appears as a matter of record only. April, 1982

Baker International Corporation U.S. \$200,000,000 Revolving Credit Facility

Managed by Morgan Grenfell & Co. Limited, Swiss Bank Corporation International Limited. Provided by various international banks including Algemene Bank Nederland N.V., Bank of Scotland, etc.

Vertical text and logos on the right margin, including 'IC' and 'Banque'.



in on market



**Merrill Lynch**

NEW ISSUE

*These notes having been sold, this announcement appears as a matter of record only.*

**IC Industries Finance Corporation N.V.**

U.S. \$75,000,000

14% Guaranteed Notes Due 1989

Unconditionally Guaranteed by

**IC Industries**

Merrill Lynch International & Co.  
Algemene Bank Nederland N.V.  
Deutsche Bank Aktiengesellschaft  
Morgan Guaranty Ltd  
Société Générale  
Swiss Bank Corporation International Limited

Banque de Paris et des Pays-Bas  
County Bank Limited  
Kleinwort, Benson Limited  
Orion Royal Bank Limited  
Société Générale de Banque S.A.  
Union Bank of Switzerland (Securities) Limited

Westdeutsche Landesbank Girozentrale

Amro International Limited	Bayerische Vereinsbank Aktiengesellschaft
Banca del Gottardo	Bank Brussel Lambert N.V.
Bank Gutzwiller, Kurtz, Bungenzer (Overseas) Limited	Bank Leu International Ltd.
Banque Internationale à Luxembourg S.A.	Bank für Gemeinwirtschaft Aktiengesellschaft
Baring Brothers & Co., Limited	Bank Mees & Hope NV
Cazenove & Co.	Banque de Paris et des Pays-Bas (Suisse) SA
Dresdner Bank Aktiengesellschaft	Banque Privée de Gestion Financière S.P.F.
Goldman Sachs International Corp.	Bear, Stearns & Co.
Niederländische Middenstandsbank N.V.	B.S.L. Underwriters Limited
Pierson, Halding & Pierson N.V.	Crédit du Nord
Scandinavian Bank Limited	Daiwa Europe Limited
Verband Schweizerischer Kantonalbanken	Genossenschaftliche Zentralbank AG Vienna
	Mitsubishi Bank (Europe) S.A.
	Sal. Oppenheim jr. & Cie.
	Sauwa Bank (Underwriters) Limited
	Skandinaviska Enskilda Banken
	M. M. Warburg-Brückmann, Wirtz & Co.

May 1982

NEW ISSUE

*These notes having been sold, this announcement appears as a matter of record only.*

U.S. \$50,000,000

**European Asian Capital B.V.**

*(Incorporated with limited liability in the Netherlands)*

Guaranteed Floating Rate Notes Due 1992

Unconditionally Guaranteed by



**European Asian Bank**

Aktiengesellschaft  
*(Incorporated with limited liability in the Federal Republic of Germany)*

Merrill Lynch International & Co.	Samuel Montagu & Co. Limited
Chemical Bank International Group	Citicorp International Group
Creditanstalt-Bankverein	Deutsche Bank Aktiengesellschaft
The Hongkong Bank Group	IBJ International Limited
National Bank of Abu Dhabi	Nomura International Limited
Orion Royal Bank Limited	Société Générale de Banque S.A.
Sumitomo Finance International	Swiss Bank Corporation International Limited
Takugin International Bank (Europe) S.A.	

Amro International Limited	Banca Commerciale Italiana	Bank of America International Limited	Bank Brussel Lambert N.V.	Bank Leumi Le-Israel Group
Banque de Paris et des Pays-Bas	Banque de l'Union Européenne	Crédit Commercial de France	Crédit du Nord	Daiwa Europe Limited
Die Erste Osterreichische Spar-Casse	European Asian Finance (HK) Ltd.	European Banking Company Limited	Genossenschaftliche Zentralbank AG Vienna	
Girozentrale und Bank der Osterreichischen Sparkassen Aktiengesellschaft	Goldman Sachs International Corp.	Italian International Bank Limited		
Kleinwort, Benson Limited	Lehman Brothers Kuhn Loeb International, Inc.	LTCB International Limited	Manufacturers Hanover Limited	Mitsubishi Bank (Europe) S.A.
Mitsubishi Trust & Banking Corporation (Europe) S.A.	Nordic Bank PLC	Sal. Oppenheim jr. & Cie.	Scandinavian Bank Limited	
Schröder, Münchmeyer, Hengst & Co.	J. Henry Schroder Wagg & Co. Limited	Société Générale	Standard Chartered Merchant Bank Limited	
The Taiyo Kobe Bank (Luxembourg) S.A.	S. G. Warburg & Co. Ltd.	Dun Witter Reynolds Overseas Ltd.	Wood Gundy Limited	

May 1982

NEW ISSUE

*These warrants having been sold, this announcement appears as a matter of record only.*

**IC Industries Finance Corporation N.V.**

225,000 Warrants to Purchase

U.S. \$225,000,000 Sinking Fund Zero Coupon Bonds Due 1994

OR

225,000 Shares of Common Stock of IC Industries, Inc.

The Bonds will be Unconditionally Guaranteed by

**IC Industries**

Merrill Lynch International & Co.

Banque de Paris et des Pays-Bas

Morgan Guaranty Ltd.

May 1982

NEW ISSUE

*These notes having been sold, this announcement appears as a matter of record only.*

U.S. \$40,000,000

**Kansas Gas and Electric International Finance N.V.**

15 3/4% Guaranteed Notes Due May 1, 1989

Unconditionally Guaranteed by

**Kansas Gas and Electric Company**

which will issue its First Mortgage Bonds to secure its guarantees

Merrill Lynch International & Co.	Banca del Gottardo
Amro International Limited	Crédit Lyonnais
Bank Brussel Lambert N.V.	Morgan Stanley International
LTCB International Limited	Swiss Bank Corporation International Limited
Société Générale	S. G. Warburg & Co. Ltd.

Algemene Bank Nederland N.V.	Bank of America International Limited	Bank Gutzwiller, Kurtz, Bungenzer (Overseas) Limited	Banque de Rhodé et de la Tunisie SA
Banque Générale du Luxembourg S.A.	Banque Internationale à Luxembourg S.A.	Banque Populaire Suisse S.A., Luxembourg	
Banque Privée de Gestion Financière S.P.F.	Banque Worms	Bear, Stearns & Co.	Bediner Handels- und Frankfurter Bank
Chemical Bank International Limited	Compagnie de Banque et d'Investissements, CBI	Crédit du Nord	Cazenove & Co.
Daiwa Europe Limited	DG BANK Deutsche Genossenschaftsbank	Goldman Sachs International Corp.	Kilder, Peabody International Limited
Kredietbank N.V.	Lehman Brothers Kuhn Loeb International, Inc.	Manufacturers Hanover Limited	Morgan Grenfell & Co. Limited
Nomura International Limited	Norddeutsche Landesbank Girozentrale	Nordic Bank PLC	Orion Royal Bank Limited
Pierson, Halding & Pierson N.V.	Sal. Oppenheim jr. & Cie.	Smith Barney, Harris Upham & Co. Incorporated	
Société Générale de Banque S.A.	Svenska Handelsbanken	Veritas-und Westbank Aktiengesellschaft	M. M. Warburg-Brückmann, Wirtz & Co.

May 1982

NEW ISSUE

*These debentures having been sold, this announcement appears as a matter of record only.*

Can. \$50,000,000

**HYDRO-QUÉBEC**

*(An agent of the Crown in right of the Province of Québec)*

16 1/2% Debentures, Series EU, Due May 15, 1989

Unconditionally guaranteed by

**PROVINCE DE QUÉBEC**

Merrill Lynch International & Co.

Algemene Bank Nederland N.V.  
Bank Brussel Lambert N.V.  
Banque Internationale à Luxembourg S.A.  
Crédit Lyonnais  
Kredietbank N.V.  
Société Générale  
Swiss Bank Corporation International Limited

Amro International Limited  
Banque Générale du Luxembourg S.A.  
Continental Illinois Limited  
Credit Suisse First Boston Limited  
Lévesque, Beaubien Inc.  
Société Générale de Banque S.A.  
S. G. Warburg & Co. Ltd.  
Wood Gundy Limited

May 1982

INTERNATIONAL COMPANIES and FINANCE

ROYAL DUTCH PETROLEUM COMPANY

The General Meeting of Shareholders of Royal Dutch Petroleum Company held on 18th May, 1982 has decided to declare a total dividend for 1981 of N.fl. 7.50 (including the interim dividend of N.fl. 3.00 already made payable in September, 1981) on each of the 268,037,044 outstanding ordinary shares...

Netherlands dividend tax at the reduced rate of 15 per cent will be deducted from the gross dividend where:

(a) United Kingdom income tax has also been deducted; (b) Coupons are presented on behalf of residents of the United States of America, Australia, Austria, Belgium, Canada, Denmark, Finland, France, Ireland, Japan, Luxembourg, Netherlands Antilles, New Zealand, Norway, South Africa, Spain, Sweden or West Germany...

21st May, 1982 ROYAL DUTCH PETROLEUM COMPANY

Allianz underwriting side remains in the doldrums

ALLIANZ VERSICHERUNGS, West Germany's biggest composite insurance group, is finding it increasingly difficult to show a profit on underwriting. Herr Wolfgang Schieren, management board, chairman, said a profit would only be possible this year if motor transport and household insurance improved.

Neckermann runs up another loss

NECKERMANN, West Germany's third largest mail order company, ran up another big loss last year of DM 68.7m (\$29.6m). Neckermann finance chief, who joined the board in 1977 following the first Karstadt rescue...

Slow growth at Far East Hotels

FAR EAST Hotels and Entertainment has announced profits after tax of HK\$31.4m (U.S.\$5.6m) for 1981, against a prior year HK\$30.8m and says it has completed the SwFr 37.5m (U.S.\$19.7m) purchase of a Geneva hotel.

Standard Elektrik Lorenz suffers steep reverse

STANDARD Elektrik Lorenz, the publicly quoted West German subsidiary of IFF of the U.S., suffered a sharp fall in net profits last year to DM 25.0m (\$11m) from DM 42.7m in 1980.

BCH bids 'undervalue' Reef and Basin Oil

BCH (Holdings), whose interests include banking, retailing and trading, has reported net profits for 1981 of HK\$104.5m (U.S.\$19m), up 48 per cent from a year earlier...

Genting plans to list plantation subsidiary

GENTING, the Malaysian casino and hotel group, has announced plans to list Asiatic Development, its plantation subsidiary, on the Kuala Lumpur and Singapore exchanges.

Trading slips at Roche

HOFFMANN-LA ROCHE, the Swiss pharmaceuticals and chemicals group, has experienced reduced trading levels in the first four months of this year.

Kredietbank to pay same

KREDIETBANK, Belgium's third largest bank, reports net profits of Bfr 1.76bn (\$40m) for the year ended March 31, the same as in the previous year.

Wing On lifts earnings

WING ON (Holdings), whose interests include banking, retailing and trading, has reported net profits for 1981 of HK\$104.5m (U.S.\$19m), up 48 per cent from a year earlier...

Chief for new merchant bank in Trinidad

Mr Patrick Allan has been seconded from Paribas as chief executive officer to start up and run the INTERNATIONAL MERCHANT BANK OF TRINIDAD AND TOBAGO...

INTERNATIONAL APPOINTMENTS

- SURANCE COMPANY and vice president of RELIANCE GROUP HOLDINGS INC. In these positions, he will continue to serve as economist and director of investment research.
MARTIN MARIETTA CORP. has appointed Mr William D. Keough as director investor relations.
JACOBS ENGINEERING GROUP INC has appointed Mr John Buchler to the new post of group vice president and programme director for start-up and continuing operations management and maintenance of the

Foreign exchange, currency loans and deposits... talk to Godsell. Spot and forward foreign exchange. Currency loans and deposits. CD's, FRCD's, SDR's and ECU's. Floating rate notes, Bonds and Long-term loans. 01-481 8353. Godsell and Company Limited. Marlow House, 71-73 Mark Lane, London EC3M 4AQ. Telephone: 01-481 6333, Telex: 899130.

AMI American Medical International N.V. U.S. \$25,000,000 9 1/4 per cent. Guaranteed Convertible Bonds 1997. Unconditionally Guaranteed on a Subordinated Basis by American Medical International, Inc. Swiss Bank Corporation International Limited. Credit Suisse First Boston Limited. Julius Baer International Limited. Banca del Gottardo. Sarasin International Securities Limited. Bank Heusser & Cie AG. Bank Leu International Ltd. Bank in Liechtenstein. Banque Nationale de Paris (Switzerland) Ltd. Banque de Paris et des Pays-Bas (Suisse) SA. Banque Populaire Suisse SA Luxembourg. Compagnie de Banque et d'Investissements, CBI. Deutsche Bank (Suisse) S.A. Ferrier Lullin & Cie S.A. Finter Bank Zurich. Groupements des Banquiers Privés Genevois SA. Handelsbank N.W. (Overseas) Limited. J. Henry Schroder Bank AG. Nordfinanz-Bank Zuerich. Phibrobank AG. Privatbank & Verwaltungsgesellschaft. Rahn & Bodmer Banquiers. Rothschild Bank AG. The Royal Bank of Canada (Suisse). Tradition International SA. Verband Schweizerischer Kantonalbanken. J. Vontobel & Co. Wegelin & Co.



## THE BOWAS GROUP

is pleased to announce that its new Group Headquarters and Information Office is located from the 1st May 1982 in  
**CH-6300 ZUG  
IM RÖTEL 7  
Tel: 042 / 21 81 00  
Telex: 865331 boag ch**

The BOWAS Group is an independent group of companies engaged in international investment, financing and engineering, also marketing and know-how transfer.

Partners of this group are:

Messrs. Berthold & Harald von Bohlen und Halbach and Mr. Helmut Raiser.

The companies integrated in this group are the following:

- BOWAS AG für Industrieplanung, Zug
- BOWAS Ges. mbH, Salzburg
- BOWAS International S.a.r.l., Paris
- Bohlen Finance Corporation S.A., Zug
- Induplan-Chemie Ges. mbH, Salzburg
- Von Bohlen Investment and Management Services S.A.M., Monaco
- Consen Consulting Engineers S.A.M., Monaco (in formation)
- Bohlen Internationale S.A., Luxembourg
- Bohlen Sudamericana S.A., Buenos Aires

Helmut Raiser,  
Managing Partner

Zug, May 1982.

## 'Most management failures result from, or are accentuated by, a failure to communicate somewhere along the line'

-Jacques Maisonneuve  
Chairman, IBM World Trade Corporation

Not just an opinion, but the simple truth from one of the world's business leaders.

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McAvoy Wreford offer a single-minded commitment to improving the communications efficiency of our clients. We believe that this can provide not only a sound insurance policy for the future, but also a direct contribution to profits short term.

If you would like to discuss your communications problems or to have a copy of our booklet "Effective Communications - a Management Priority", please contact Michael McAvoy or Anthony Wreford at: 100 Park Street, London W1Y 3RJ  
Tel: 01-499 2750/2647.

# McAvoy Wreford & Associates

CORPORATE COMMUNICATIONS CONSULTANTS

## APPOINTMENTS

# New chief for Imps food division

Mr Gerry Sharman has been appointed managing director of IMPERIAL GROUP'S food division. He was formerly chairman and chief executive of Golden Wonder and EP Foods which he joined in 1966. Mr Sharman will be taking on part of the executive duties of Mr Michael Davies, who has resigned as chairman and chief executive of the food division. Mr Davies, who is 58, said he had decided to pursue other interests outside the group. Mr Geoffrey Kent, Imperial's chairman, expressed "warm appreciation" of Mr Davies' contribution to the group, particularly over the last 31 years when he has headed the food division. Mr Davies played a major role in co-ordinating Imperial's recent sale of its poultry and meat trading interests.



Mr T. G. Sharman

The MOTOR INDUSTRY RESEARCH ASSOCIATION (MIRA) has appointed Dr Peter Wright, general manager and director of Lubrizol International Laboratories, Derby, as chairman of council in succession to the late Dr T. L. (Johnnie) Johnston of GKN Technology, who died in office earlier this year.

CAPITAL RADIO has appointed Ms Jo Sandilands as a director. She joined the staff programme controller, and was formerly editor of Woman magazine.

Mr A. K. Rae has joined the EDINBURGH INVESTMENT TRUST as an assistant manager.

Mr S. Oshima, general manager of Vickers da Costa's Tokyo branch, has been appointed a director of VICKERS DA COSTA (HOLDINGS).

Mr Derek Bayner and Mr Desmond Chapman have been appointed to the board of ASTAIRE AND CO, stockbrokers.

Mrs Mary Baker has been appointed to the board of AVON COSMETICS, the UK company of Avon Products Inc.

ROYAL INSURANCE (UK) has made the following executive changes: Mr L. Rushton is appointed senior deputy general manager on July 1. At the same time Mr W. Scanlan and Mr P. J. Sherman are appointed deputy general managers. Mr J. Williamson, general manager, retires on December 31. He will be succeeded by Mr L. L. Rushton. Mr F. E. Gosey, deputy general manager, retires on June 30.

Mr Peter Garth, technical director, has been made deputy managing director of HORSELL GRAPHIC INDUSTRIES.

Mr Martin Bejam has joined GERRARDS as joint managing director, an appointment which completes the top management

re-organisation which began last June when Gerrards became a partner in the EBD network. Mr Michael Reece, former joint managing director and chairman, becomes chairman full time.

Sir Hugh Lockhart-Hummersley has been appointed chairman of the MEDICAL SICKNESS ANNUITY & LIFE ASSURANCE SOCIETY following the death of Sir Denis Hill. Dr P. J. D. Heaf has become vice-chairman.

Mr W. Boulton has been appointed a director of B.E.T. OMNIBUS SERVICES. Mr Boulton is chairman of the company's plant hire subsidiary, Grayston, and of the two other plant hire subsidiaries in the B.E.T. Group, Eddison Plant and J. D. White.

Mr George Inman, chairman of Britvic, has been elected president of NASDM (THE NATIONAL ASSOCIATION OF SOFT DRINKS MANUFACTURERS). A proposal to appoint Sir Derek Ezra, NCB chairman, as a member of the supervisory board of ROYAL BOSCHALIS WESTMINSTER NV of Sliedrecht, the Netherlands, will be made at the annual meeting on June 10. At the meeting Mr L. E. J. Brouwer, who has reached the statutory age limit, will retire and Mr F. H. M. van Boven will be nominated for re-appointment.

GERARD BANK has promoted Mr Alan R. Beoty to deputy manager at its London branch.

RACAL-DECCA MARINE (IRELAND) has made the following appointments: Mr David C. Elsbury, chairman and chief executive of Racal-Decca, a subsidiary of Racal Electronics, becomes chairman of Racal-Decca Marine (Ireland), and Mr Brendan O'Kelly, Irish industrialist and marine consultant, is appointed deputy chairman.

Mr O'Kelly is chairman and managing director of Oliver Freaney & Co. (management con-

sultants), chairman of Berger Paints (Ireland), and director of Irish Ropes, Celtic International Insurance Company and other companies.

Mr Roy Ames, an executive director of IML, has been appointed chairman of IML CORNELIUS GROUP, the company through which all IML's £20m sales drink dispense activities are to be directed. Other members of the board will be: Mr David Morgan, who has been appointed president of the Cornelius Company, of Minneapolis (acquired by IML in February 1982), who will be responsible for the Americas and the Far East; Mr Greg Maddox, general manager of Cornelius Apparate, Langenfeld, West Germany, responsible for continental Europe; Mr Richard Johnson, managing director of IML Cornelius (UK), responsible for the UK; Mr Robert Spencer, who has been appointed deputy chairman of IML Cornelius International, a new company formed to develop and co-ordinate the world-wide activities of the IML Cornelius Group, will be based in Bradford; Mr Malcolm Owens, who has been appointed managing director of IML Cornelius International, and will be based at Birmingham; and Mr Martin Hallas, who has been appointed finance director of IML Cornelius International, based at Birmingham.

Mr Colin Green, who has been appointed finance director of IML Cornelius (UK), and will continue to be responsible for Marstair, a Cornelius subsidiary manufacturing air conditioning equipment, of which Mr R. Holden will remain as director and general manager.

Mr Barry Allen has joined MILLER BUCKLEY LEISURE as managing director and chief executive. He was formerly with the JT Group of Bristol. Mr Allen will also assume the position of managing director of Miller Buckley Golf Developments, Golf Services and Cotton (CK) Pennzick, Lawrie and Partners, the wholly-owned subsidiary of Miller Buckley. Mr Michael Rosalack becomes chairman of Miller Buckley Leisure.

Mr Leo Kerrell-Vaughan has been appointed as a development manager by the DECLAN KELLY GROUP.

Mr C. J. Bartram has been appointed property manager of the SCOTTISH AMICABLE LIFE ASSURANCE SOCIETY. He succeeds W. M. A. Hogg who retires on June 3.

Following the retirement of Mr Raymond Critch as chairman and chief executive of the ENGINEERING CONCESSIONAIRES group of companies within Peeries, Mr Melvin Stevenson becomes managing director of Engineering Concessionaires which makes plumbers brass foundry products. Mr Anthony Blank has been

appointed managing director of the Glendale kitchen furniture manufacturing business and Mr John Walters managing director of Headway, the Glendale marketing company.

Mr Michael Steward, deputy chairman of William Steward and Co. is Electrical Contractors Association president for 1982-83. Vice-president is Mr George Giffen, director of Giffen (Electrical Contractors). Mr Jim Wedlock, operations director in William Steward's overseas division, will be Mr Steward's senior vice-president.

Mr M. J. R. Armytage will be leaving HOARE GOVETT, stockbrokers, on June 4.

Mr Tony Pitkin has been elected to the board of MULTIMEDIA COMMUNICATION SYSTEMS, UK subsidiary of Multitone Electronics. He joined the company on October 1, 1981, as technical services manager and retains this responsibility in his new capacity.

At ALEXANDER HOWDEN GROUP Mr J. C. Varney and Mr C. A. Limond have retired as directors. Mrs K. E. Green succeeds Mr Limond as company secretary. From June 1, Mr M. J. A. Glover is appointed chairman of Howden Management and Data Services in place of Mr J. C. Varney, and Mr A. J. Page is appointed chairman of Alexander Howden Financial Services in place of Mr Limond. Mrs Green is appointed to the board of Alexander Howden Financial Services from the same date.

NABARRO NATHANSON, solicitors, have admitted to the partnership Mr Peter J. Sigler, Mr Martin Bennett, Mr John Heller and Miss Rhona Lester.

BSC (INDUSTRY), jobcreation arm of the British Steel Corp., has appointed Mr Brian Margrett as its regional manager for South Wales. He is at present the company's industry co-ordinator for the Newport area, and succeeds Dr Jim Driscoll.

FABER BLINDS (CB) has appointed Mr Philip Ferring to the board. He is a former deputy chief executive of the UK company. Other changes of the board following the retirement of Mr E. Helmer Nielsen and Mr B. Weade are: Mr Ingolf Sogard Andersen, managing director of A/S Chr. Fabers Fabrik, becomes the new chairman. Mr Jens Maffland, export manager of A/S Chr. Fabers Fabrik becomes a director and Mr Kristian Mortensen, chief accountant of A/S Chr. Fabers Fabrik, also becomes a director.

MARTIN THE NEWSAGENT has appointed Mr H. S. Lee an executive director from June 1.

AIWA (UK) has appointed Mr Mike Emery as sales director.



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# FINANCIAL TIMES SURVEY

Friday May 21, 1982

# Antigua and Barbuda

## Aim is more independence

**THE MORE** mischievous among the people of St John's, the capital of Antigua and Barbuda, delight in telling the visitor about the three-cornered independence arch that almost never was.

A week before the tiny East Caribbean nation severed its links with Britain, the old colonial power, on November 1 last year, a member of the nation's 75,000 population, apparently seized by an excess of early independence exuberance, climbed into one of the cranes setting up the monument, pulled a lever and sent part of the structure crashing to the ground.

**This survey was written by Paul Taylor**

No one was hurt, and the arch symbolising the three-island state of Antigua, Barbuda and the uninhabited Redonda, was completed in time for the celebrations. Luckily for him, the amateur crane driver was only a temporary guest at the local police station.

But the incident, soon forgotten in an otherwise flawless and happy festival, is a reminder of the fragility of that independence and that of other small underdeveloped nations.

Three months later it was Mr Lester Bird, deputy Prime Minister, speaking during the Budget debate, who reminded his audience that he had warned them "not to be blinded by the light of political independence."

The new nation was only "one step along the steep incline to

economic self-reliance," he said. His words echoed those of the Finance Minister, Mr John St Luce, who had spoken of the economy as being "at the crossroads."

The economy does indeed stand at the crossroads. It has been growing fast, helped by the winter tourism which contributes directly and indirectly more than 40 per cent to Gross Domestic Product.

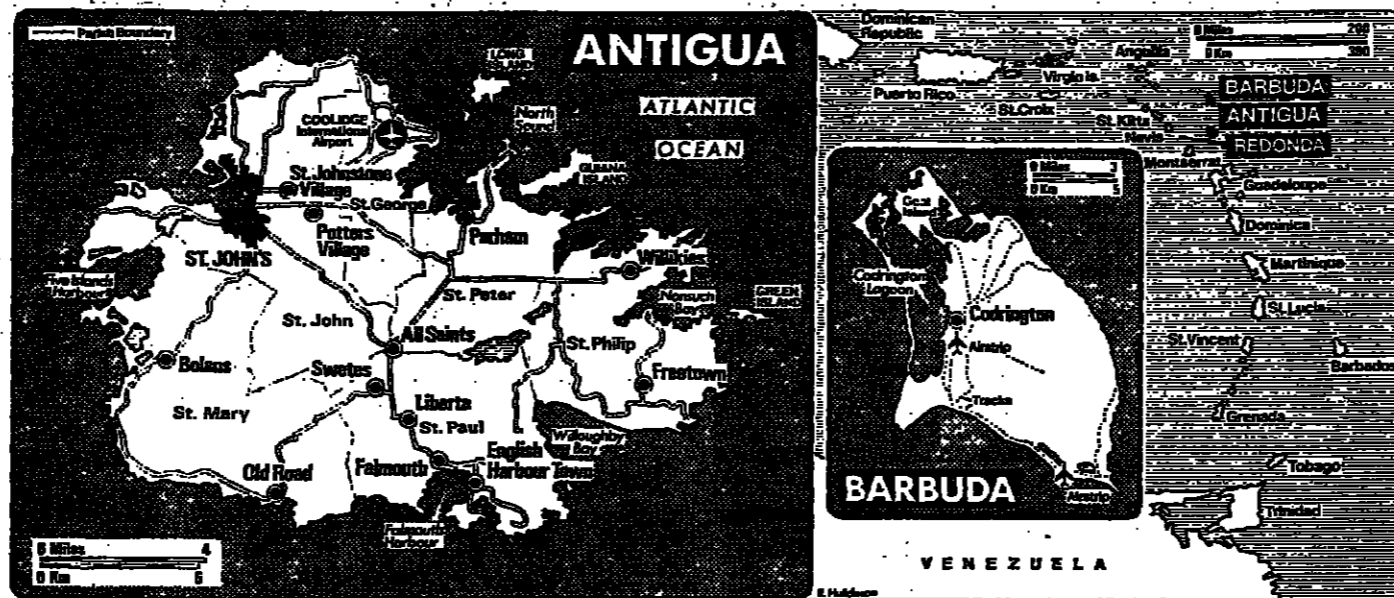
But this rapid growth masks serious problems, including over-dependence on tourism, a weak agricultural base and, like other developing nations which have to rely on overseas funding for infrastructural improvement, a large external debt to service.

Central to the efforts to maintain economic growth is the need to diversify the economy away from its dependence on tourism and to stem the outflow of valuable foreign currency through imports, particularly of food.

Successive governments have had only limited success in trying to revivify the agricultural sector, in part because of infrastructure problems but also because, despite 20 per cent unemployment, many workers are unwilling to return to the land. They prefer the better paid and less arduous work to be found in serving the tourists.

The government is undertaking a showcase project aimed at restarting limited sugar production, although it has so far run into funding and other problems.

Manufacturing industry is typically labour-intensive and export-oriented, reflecting the availability of relatively cheap and literate labour and the proximity of the vast North and



The new East Caribbean nation seeks to stimulate growth in order to provide more jobs and raise the standard of living. By widening its economic base and boosting agriculture it hopes to become less dependent on the tourist industry

South American markets.

Among the major successes claimed by the present government is the reopening last month of the West Indies Oil refinery, which had become something of a crusade for the ruling Antigua Labour Party and Mr Vere Bird, the Prime Minister. It had been closed since 1974 but has since been re-equipped by the Swiss-based Inter Maritime group and the financier Mr Bruce Rappaport at a cost of US\$30m.

The government has now applied to Mexico and Venezuela for concessionary-rate crude to feed the refinery, which has a capacity of 20,000 barrels a day and should meet

not only domestic petroleum needs but also those of the whole East Caribbean.

One of the most significant features of the economy of Antigua and Barbuda, and potentially one of its most serious problems, is its dependence on overseas borrowing to fund major projects and infrastructural improvement.

As a result, the country has an external debt of at least EC\$73m and debt-servicing this year will absorb EC\$18.3 of the islands' EC\$106.3m budget. This represents EC\$970 for every member of the population. Some of this pressure should be eased by independence, which has opened up new

sources of aid and soft loans to the nation. But some form of debt rescheduling appears likely in the short term, given the existing payments problems.

The government is currently attempting to quantify the exact size and structure of its external debt obligations — a task which reflects the lack of much up-to-date information about the economy. Apart from the economy, the most common topic of conversation among businessmen in Antigua is the country's domestic politics and the fear that one of the Caribbean's most stable democracies could be toppled by a Grenada-style coup or at least plunged into political turmoil.

Mr Vere Bird, the Prime Minister and veteran union leader, and the Antigua Labour Party have led the islands since 1951 when full adult suffrage was introduced — with one five-year break from 1971.

In 1971 the Progressive Labour Movement (PLM), formed after a split in the main trade union, the Antigua Trades and Labour Union (ATLU), produced the rival Antigua Workers Union (AWU). It was swept to power on the back of an election campaign dominated as much by personalities as by policies and also by the slogan "Antigua for the Antiguans."

But the PLM was removed with equal vigour when in 1976,

CONTENTS	
Economy: Seeking a wider base	II
Foreign policy: Emphasis on OECs	II
Barbuda: Uncertainty on land proposals	III
Businessman's Guide:	III
Agriculture: Drive to raise output	IV
Tourism: The nation's Achilles heel	IV
Editorial production: Arthur Dawson. Design Philip Hunt.	

following a period of economic stagnation, the closure of the oil refinery and the final demise of the sugar industry, the ALP was returned to office.

The PLM has still not fully recovered from its defeat. In the 1980 elections the PLM, led by Mr Robert Hall, a white Antiguan, won only three seats and many people think it does not represent an effective opposition.

The decline of the PLM and re-emergence of the ALP has coincided with a weakening of the links between the two parties and their trade union bases — a process encouraged by leaders of both parties.

But this maturing of the political parties, and the relative weakening of the political power of the trade unions, has left a power vacuum which the growing but still small middle class has as yet been unable to fill.

The third party in Antigua and Barbuda is the Antigua Caribbean Liberation Movement (ACLM), led by Mr Tim Hector, who describes it as an "independent socialist" party which is "Marxist in its analysis of society but has no connections with Moscow or Peking."

In 1980 the party contested nine out of the 17 seats and polled just 1.2 per cent of the votes. Even so, Mr Hector has built his party around a lively and controversial paper called *Outlet*, which prints a stream of exposés and allegations of corruption in the government.

These allegations are firmly denied by Mr Lester Bird, the Deputy Prime Minister.

Mr Hector believes the ACLM is gaining support and likely to poll about 40 per cent of the vote at the next election to win about eight seats. Few outside his party agree, pointing to the traditional conservatism of the electorate and the patriarchal and religious nature of Antiguan society.

### Divisions exist

Nonetheless, most politicians and business leaders agree that the ACLM "needs to be watched". Many people, including Mr Hector himself, believe the existence of two U.S. military bases in the island rules out a Grenada-style coup. They suggest that divisions within the ALP itself are a more immediate problem.

Cabinet divisions certainly exist, but the real question is who will succeed the 71-year-old Prime Minister. The general expectation is that Mr Lester Bird will win control of the party, though some believe there could be a period of bitter political in-fighting before that succession is assured.

Provided the ALP can overcome this problem and get to grips with the existing weaknesses in the economy, the new nation could have a bright future. But, as Mr Lester Bird said, the country is "as yet on the bottom rung of the ladder to economic independence."

# A Fortune in Antigua and Barbuda

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# ANTIGUA AND BARBUDA III

Islanders fear new Act will undermine traditional lifestyles

## Land proposals cause fear of speculators

### BARBUDA

BARBUDA IS a flat coral island of 82 square miles, its highest point 143 feet above sea level, 26 miles north of Antigua with nothing much to recommend it other than its people. The 1,500 Barbudans, two-thirds of whom are women or children, now feel their lifestyle under threat.

The tiny Caribbean island has been economically and politically bound to Antigua since Sir Christopher Codrington leased it from the Crown in 1685 to use as a supply base for the family sugar estates on Antigua. In 1860 Barbuda was made a dependency of Antigua, 10 years later the Codrington family ended its lease on the island.

The status of Barbuda and the Barbudans was, however, to become a major issue first at the Constitutional Conference in London in 1966, which paved the way for Antigua and its dependencies of Barbuda and the uninhabited Redonda, to become an Associated State the following year, and then at the Constitutional Conference in December 1980 which led to independence.

The 1980 conference in particular brought bitter claim and counter claim from the representatives of Antigua and Barbuda. In the end of the UK sided with Antigua and agreed that Barbuda should become part of the new independent state.

#### 11-man council

Although the Barbudans, represented by an 11-man island council which since 1976 has had most of the powers of a local authority, are realistic enough to recognise that the island could probably not survive at present as an independent state, they continue to harbour separatist hopes and feel let down by the UK.

Some Barbudans say that independence has meant nothing more than "swapping one colonial ruler for another" and many Barbudans trust the central government in Antigua

less than they trusted the British. These fears have brought into focus by two main factors. First the Barbudans believe that central government is deliberately blocking funds for the island. Second they are intensely suspicious of a land Act recently passed by the Government which they consider will undermine traditional lifestyles on the island and expose them to speculators.

Barbuda is an agrarian subsistence economy. The only industrial activity on the island is a sand-mining works run by a U.S. company. However mining stopped recently after a tug sank and there are fears that it will not restart, thus depriving the island of EC\$360,000 a year in earnings and 30 jobs.

Lobster fishing provides the island's main export, between 1,000 lbs and 3,000 lbs are caught each week during the summer season and produce about EC\$1.25m a year in earnings.

There is one hotel on the island, the exclusive and expensive Coco Point Hotel, which provides work for a brief winter season and contributes a total of EC\$200,000 a year to the island councils coffers in rent and guest taxes. A second locally-financed hotel, the Dulcina Hotel, was left half completed when funds ran out.

The only other major source of income to the island is the sale of postage stamps and it is around these sales that the Barbudans mount their major case of financial neglect against the central government. The island council, led by Mr Hillbourne Frank, its chairman, claims that the island should be receiving about EC\$300,000 a year from the sale of stamps, mainly to philatelists.

The central government admits that this money has not been paid but counters that Barbuda receives subsidised electricity and other services including teachers, nurses and 15 policemen (which the Barbudans view as an occupying force), for which no charge is made.

Although the sum is small, even in relation to Antigua's budget, it represents a major

element in the Barbuda council's combined current and capital EC\$3.1m 1982 budget. The council's anger is intensified by the fact that its 1981 budget has still not been approved and it has now given up any hope of collecting the back "rate support grant" it feels it is due. But if the question of island finances causes friction between Barbuda and Antigua the issue of land is potentially far more serious.

Since the abolition of slavery in Barbuda in 1834 land in Barbuda has been held communally "in trust" for all Barbudans including the estimated 6,000 who live overseas and whose remittances totalling about EC\$120,000 a year help feed the local population.

#### No mortgages

This means that on Barbuda there are no mortgages, no rents and if a Barbudan wants to build a house the only things he needs are the council's approval and the labour and material to construct it.

By the same token every family can plant and grow its own crops. Members of the island council argue that after independence the land belongs to the council who hold it in trust for the Barbudans and fear that any other system would eventually lead to the private ownership of land, the influx of "foreigners" and the demise of the traditional social structure.

The land issue, though a central theme of the Barbudans case during the Constitutional Conference, was brought to a head earlier this year when the central government passed a technical Act called the Barbuda Ordinance (Amendment) Act.

The Act sets up a land tribunal to compensate Barbudans who have a claim upon land sold or leased by the Crown. Mr Lester Bird, Antigua's deputy prime minister, argues that the Act does nothing more than "give the Barbudans title over their land."

However the islanders are deeply suspicious of the Act which they view as an unwarranted interference by central government in their

affairs and a "trojan horse" opening the way for private ownership and challenging the authority of the island council.

These fears have been considerably heightened by a series of development proposals for the island, the latest of which is a multi-million dollar project by "The Sovereign Order of New Aragon." The Order's representatives describe it as "a chivalrous and charitable entity" which, in return for rights to about half the island's land area, would complete the Dulcina hotel, build a new airport, construct roads and a port and improve the island's economic infrastructure.

The Order proposes that the project area of the development by the Order will be a Prince, hence the name will be Principality, consisting of the Prince's Palace, Chantry Building, though the Knights will not reside year round, they will maintain a residence in the Principality. (Knights are from all over the world and are persons of high finance, and highly educated.)

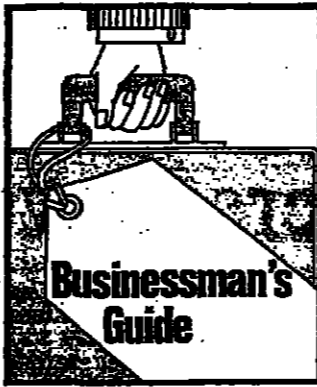
The Barbudans are, perhaps understandably, suspicious of the proposal and those financing it. Both the Council and the Antigua Government are seeking the help of UK and U.S. agencies to investigate the Order.

The proposed development has however already exposed underlying splits within the island council between those who reject almost all outside development and those, like the island's one parliamentary representative, Mr Eric Burton, who is also a member of the council, who welcomes the proposal. Mr Burton rejects all suggestions that the Order is "trying to rob the people" and remains hopeful that the proposal will be approved.

The overriding danger is perhaps that this split could undermine the council's attempts to improve basic services on the island. Although the council has recently attempted to broaden the island's economy by setting up an EC\$ 20,000 collective farming project growing coconuts, bananas and tomatoes fundamental deficiencies still exist.



Nelson's dockyard, English harbour: part of Antigua's history



THERE ARE few surprises awaiting the business visitor for Antigua and Barbuda if the traveller remembers that with a population of 75,000 the nation is not much larger than many medium-sized European towns and considerably less developed. That said several of the hotels, some of the restaurants and most of the beaches surpass reasonable expectations.

#### Hotels

The major government offices, banks and most commercial activity is centred on the capital St John's and the working day starts early so it is probably best to stay in one of the hotels just outside the town. These include the family-run Barrymore which is simple, relatively cheap and although it is not on the coast, has a swimming pool and a reputation for reasonable food. A few miles further out there are a series of hotels on

Dickenson Bay including the Halkyon Cove which provides more of the amenities found in European and North American hotels including telex, telephones in the rooms and air conditioning. The hotel also boasts one of the island's two casinos.

An alternative, particularly if business is combined with pleasure, are the Blue Waters and Hawksbill Beach hotels. Both offer superb beaches—one of the four at Hawksbill is reserved for topless bathing—and a friendly atmosphere. At the Hawksbill roof fans replace air conditioning, the food is good and there is nightly entertainment.

Self-catering apartments with a maid service such as Antigua Village offer a further option. Most hotels can be booked directly by telex or through travel agents.

#### Food

Most hotel and restaurant food is imported from North America but some local specialties exist such as lobster and there are at least two dozen local cocktails which tend to be rather sweet, quite powerful but definitely worth a try.

For lunches, St John's offers several reasonable restaurants including the Yard, Brother B's and Wolfe's or there is a do-it-yourself barbecue restaurant on the beach at Buccaneer Cove hotel.

The best restaurant on the island is probably Le Bistro which as its name suggests is French run. Le Bistro is out of town and has a good view

list but be warned—the frogs legs are enormous. Tel 23881 for reservations.

Curtain Bluff Hotel on the other side of the island also offers an extensive wine list, superb service and good food together with a real palm court setting complete with band and pink-painted North Americans with their second wives. Allow 40 minutes to get there from St John's.

#### Transport

Getting around the island is fairly easy but can be expensive in taxis which do not have meters and usually charge in U.S. dollars. Car hire is the alternative and there are a large number of agencies including an Avis agent (at the Barrymore Hotel) and Hertz agent which offer medium-sized Japanese cars at reasonable rates. You need a driving licence to obtain a local driving permit.

Following the roads can be difficult because most of them lack street names and signposts are a rarity—it is said, only half jokingly, that the taxi drivers have taken them down to dissuade the self-drivers.

#### Clothing

Dress in informal short sleeves almost everywhere although some hotels insist on ties for dinner (including the Curtain Bluff).

Sunburn lotion is essential because the tropical sun is fierce and the day time temperature rarely drops below 80 degrees F. An umbrella is also useful for the afternoon tropical showers and on some beaches

anti-fly lotion is essential to ward off the sandflies, particularly in the early morning and evening.

#### Communications

The domestic telephone service is a little patchy, overseas telephone calls can take a few minutes to come through and are expensive—the time difference with the UK is four hours behind GMT. Some hotels have telexes and Cable and Wireless run a public telex office in St. John's.

#### Business advice

Aside from several well-established local banks three Canadian banks, the Royal Bank of Canada, Canadian Imperial Bank of Commerce and the Bank of Nova Scotia, have branches on the island together with Barclays Bank. Investment advice is also available from a growing number of business consultants, accountants and investment banks on the island but some basic statistics are not available in up-to-date form. Government ministers are accessible and helpful. The pace is slow and allowance should be made for late appointments.

#### Getting there

From Europe British Airways has twice weekly non-stop 747 flights to Antigua but services get full in the high (winter) season so book both ways and reconfirm once there. Tel: 20876. Air Canada, American Airlines and Eastern Airlines have scheduled flights from North America. BWIA and List, the local carrier, provide inter-island and regional services.

#### Currency

The local currency is the East Caribbean dollar pegged to the U.S. dollar at the rate of U.S.\$1=EC\$2.7. However the U.S. currency is in free circulation and widely accepted.

#### Miscellaneous

Do not bother to buy duty-free, alcohol is cheaper on the island in one of the wine shops or two main supermarkets. Cigarettes and cigars are harder to buy and not particularly cheap. Visas, vaccinations and health certificates are not usually required for citizens of many countries but check before leaving. Both the UK and the U.S. maintain consulates in St. John's. Tipping is not necessary in most hotels; cricket is the national sport and worth watching if the chance arises.

# ANTIGUA AND BARBUDA

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- Experiencing our exciting nightlife, including our casinos
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Companies and Markets

COMMODITIES AND AGRICULTURE

Move to tighten meat regulations

By Terry Povey
PROPOSED regulations to clamp down on the use of meat unfit for human consumption are being circulated by the Ministry of Agriculture.

Dock strike threatens European grain supplies

BY WALTER ELLIS IN AMSTERDAM
THE STRIKE by grain transhipment workers at Rotterdam Harbour is having a serious effect on Western Europe's supplies of cereals, soyabean and other oil seeds.

Fishermen fear for their future

FOLLOWING THE setting aside of Britain's veto on EEC farm price proposals in Brussels this week UK fishermen fear their own vital interests could be overridden in a similar way.

FARMER'S VIEWPOINT
Tyranny of distance puts New Zealand on rack

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT
THE New Zealand Dairy and other farm products are celebrating a hundred year of refrigerated exports to this country.

Caribbean sugar decline continues

BY CANUTE JAMES IN KINGSTON
THE CANE SUGAR industry in the Commonwealth Caribbean is heading for another bitter harvest. There is no end in sight to the decline which set in a decade and a half ago.

There have been indications that the industry will not reach the target of 340,000 tonnes, and may fall below the 300,750 tonnes of last year.

Commodity conference

By Our Commodities Staff
SOVIET commodity dealings have become a major factor influencing the world markets over the last decade.

BRITISH COMMODITY MARKETS

Table with columns for various commodities like Copper, Zinc, Lead, Tin, and their prices in different units.

BASE METALS

Table listing prices for various base metals including Aluminum, Magnesium, and Nickel.

SOYABEAN MEAL PRICE CHANGES

Table showing price changes for soyabean meal in different grades and quantities.

PRICE CHANGES

Table listing price changes for various commodities like Wheat, Barley, and other grains.

INDICES

Table showing various indices including Dow Jones, Financial Times, and Moody's.

GRAINS

Table listing prices for various grains like Wheat, Barley, and Oats.

SUGAR

Table listing prices for different types of sugar.

AMERICAN MARKETS

Table listing prices for various commodities in the American market.

'The Gas Oil Futures Review' advertisement by InterCommodities Limited, featuring a logo and detailed text about market analysis.

COCOA

Table listing prices for cocoa beans and other products.

LONDON FUTURES

Table listing futures prices for various commodities in London.

MEAT/VEGETABLES

Table listing prices for meat and vegetable products.

RUBBER

Table listing prices for different grades of rubber.

WOOL FUTURES

Table listing futures prices for wool.

POTATOES

Table listing prices for different varieties of potatoes.

COFFEE

Table listing prices for various types of coffee.

COTTON

Table listing prices for different grades of cotton.

WEDNESDAY'S CLOSING PRICES

Table listing closing prices for various commodities on Wednesday.

WORLD STOCK MARKETS

Dow Jones sheds further 1.5

NEW YORK

Table of stock prices for various companies like Amstar, Amco, Amgen, etc.

Stock

Table listing various stocks such as Columbia Gas, Columbia Pipeline, etc.

Stock

Table listing various stocks such as Gulf Oil, Hall (F&B), etc.

Stock

Table listing various stocks such as MGM, Metrodata, etc.

Stock

Table listing various stocks such as Schlitz Brewer, Schreiber, etc.

WALL STREET continued its week-long decline, amid concern over the sluggish U.S. economy...

Hong Kong

Prices closed mixed-to-easier in quiet trading after early gains were eroded by late liquidations...

Canada

Markets declined further with prices down over a broad range. The Toronto Composite Index retreated almost 15 points...

Japan

Markets declined further with prices down over a broad range. The Tokyo Nikkei Dow Jones shed further 1.5...

Light, Electrical, Pharmaceutical and camera stocks led trading. Dealers said sentiment was further depressed by lower Hong Kong market advices...

Singapore

The market closed steady, but prices closed lower on... Singapore market closed steady...

Australia

The market fell for the sixth consecutive day in quiet trading after losses on overseas markets. The Sydney All Ordinaries Index closed a further 3.5 down at 510.2...

Indices

Table showing indices for New York, Standard and Poors, and other regional indices.

NEW YORK

Table showing stock price movements for various companies like Amstar, Amco, Amgen, etc.

CANADA

Table showing stock prices for Canadian companies like Amco, Amgen, etc.

BELGIUM

Table showing stock prices for Belgian companies like Amco, Amgen, etc.

HOLLAND

Table showing stock prices for Dutch companies like Amco, Amgen, etc.

DENMARK

Table showing stock prices for Danish companies like Amco, Amgen, etc.

FRANCE

Table showing stock prices for French companies like Amco, Amgen, etc.

GERMANY

Table showing stock prices for German companies like Amco, Amgen, etc.

MONTREAL

Table showing stock prices for Montreal companies like Amco, Amgen, etc.

TORONTO

Table showing stock prices for Toronto companies like Amco, Amgen, etc.

SWEDEN

Table showing stock prices for Swedish companies like Amco, Amgen, etc.

SWITZERLAND

Table showing stock prices for Swiss companies like Amco, Amgen, etc.

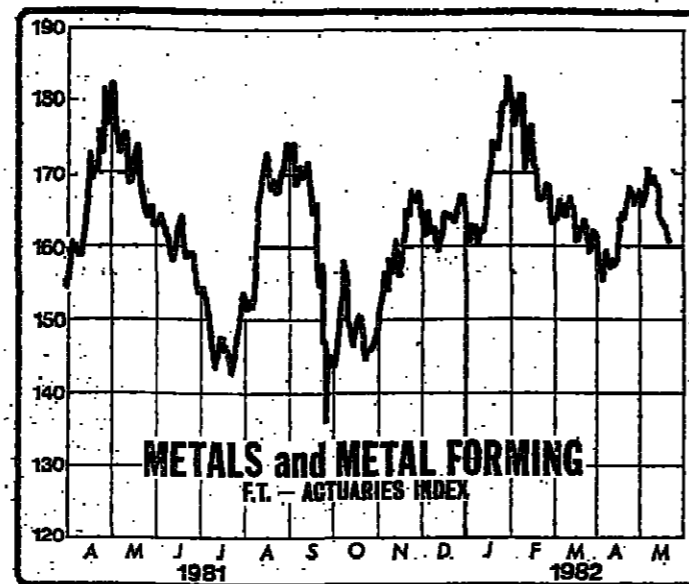
NEW YORK ACTIVE STOCKS

Table showing active stock trading volume in New York.

Vertical text on the right edge of the page, including 'Market of Fa' and other illegible text.

Markets remain extremely nervous against backdrop of Falklands uncertainties - Share index down 7.5

Account Dealing Dates
First Declared Last Account
Dealings from 15 May 14 May 24
May 17 June 3 June 4 June 14
June 7 June 17 June 18 June 28



trading statements prompted occasional firm features. Renewed weakness in sterling against the dollar and other international currencies set the seal for another poor day in British Funds. Losses ranging to 1 1/2 were widespread in medium and long-dated issues, while the shorts recorded fresh falls extending to 1.

and Middle East Bank did not announce bid terms when it declared itself the mystery buyer of Mass Development of Kuwait's 11 per cent stake. The major electrical bid for the 100 MW Racal, to 400p. Elsewhere, Eurotherm relinquished 10 to 405p and Kode International shed 9 to 296p.

Table with columns: May 20, May 19, May 18, May 17, May 16, May 15, A year ago. Rows include Government Secs, Fixed Interest, Industrial, Gold Mines, etc.

Quietly dull conditions persisted in Buildings. Blue Circle shed 4 for a three-day fall of 94 to 460p on the company's profits warning, while Costain, a weak market since the preliminary results, lost another 8 to 230p with the Deferred down 10 more to 224p.

Table with columns: High, Low, since completion, May 19, May 18. Rows include Govt. Secs, Fixed Int., Ind. Ord., Gold Mines.

Leading Stores mirrored the general G.P. rally, with the 475p and Marks and Spencer cheapened 3 to 152p as did Burton, to 150p. Woolworth touched a 1982 low of 43p before closing unaltered at 44p with the market seemingly unimpressed by the board changes and prospect of the U.S. parent taking direct management.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Table with columns: EQUITY GROUPS & SUB-SECTIONS, Index, Day's % change, Year ago. Rows include CAPITAL GOODS, BUILDING MATERIALS, etc.

NEW HIGHS AND LOWS FOR 1982

The following quotations in the Share Information Service show the new high and low for 1982

Table with columns: COMPANY, HIGH, LOW. Rows include ALCO, BAXTER, BENTLEY, etc.

FIXED INTEREST

Table with columns: PRICE INDICES, Day's % change, Year ago. Rows include British Government, 1-5 years, etc.

RISES AND FALLS YESTERDAY

Table with columns: RISES, FALLS. Rows include British Funds, Foreign Bonds, etc.

cheapened 6 to 220p and Beecham gave up 4 to 202p. Elsewhere, Johnson Group G.A.s., at 257p, lost 5 of the previous day's rise...

Proceedings in Motor Distributors were enlivened by Lookers' surprise bid for Braid Group, the latter put on 9 to a 1982 peak of 51p compared with Lookers' 50p...

Interest in Properties was at a low ebb and the leaders gave ground for want of attention, Land Securities losing 5 to 273p and British Land 2 to 76p.

Leading Oils steady
The oil majors marked time as close without alteration. Elsewhere, Trestle cheapened 4 to 200p and Lamsco 5 to 325p.

Pilkington down
Dull conditions prevailed in the miscellaneous industrial leaders on fears about the Falkland Islands crisis. Pilkington fell 10 to 225p and Newmont 11 more to 645p.

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First Last Last For
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May 10 May 21 Aug 12 Aug 23
June 14 June 11 Sept 2 Sept 13
June 14 June 25 Sept 16 Sept 27

Shares Information Service
Stocks to attract money for were arranged in UDS and ICL.

RECENT ISSUES

Table with columns: Issue price, Amount paid up, Latest Return, High, Low, Stock, Opening price, % change, Dividend, Yield, etc.

FIXED INTEREST STOCKS

Table with columns: Issue price, Amount paid up, Latest Return, High, Low, Stock, Opening price, % change, Dividend, Yield, etc.

"RIGHTS" OFFERS

Table with columns: Issue price, Amount paid up, Latest Return, High, Low, Stock, Opening price, % change, Dividend, Yield, etc.

Renunciation date usually last day for dealing free of stamp duty. Figures based on prospectus estimate. Dividend rates paid or payable on part of capital covered based on dividend on full capital.

ACTIVE STOCKS

Table with columns: Stock, Closing price, Day's % change, Stock, Closing price, Day's % change.

WEDNESDAY'S ACTIVE STOCKS

Table with columns: Stock, No. of closing price, Day's % change, Stock, No. of closing price, Day's % change.

WORLD VALUE OF THE DOLLAR

Bank of America NT & SA, Economics Department, London

The table below gives the rates of exchange for the U.S. dollar against various currencies as of Wednesday, May 19, 1982. All rates are quoted in U.S. dollars.

Table with columns: COUNTRY, CURRENCY, VALUE OF DOLLAR, COUNTRY, CURRENCY, VALUE OF DOLLAR. Rows include Afghanistan, Albania, Algeria, etc.

Companies and Markets

CURRENCIES and MONEY

FT UNIT TRUST INFORMATION SERVICE

MONEY MARKETS

UK clearing bank base lending rate 13 per cent (since March 12)

Day to day credit was in short supply in the London money market yesterday and the Bank of England forecast a shortage of £350m. Factors affecting the market included bills maturing in official bands and a net take up of Treasury bills—£167m and Eschequer transactions—£150m.

noon help was made up of purchases in band 3 of £31m of eligible bank bills at 12 1/2 per cent and in band 4 £10m of Treasury bills, £19m of local authority bills and £4m of eligible bank bills all at 12 per cent. Trading was again very quiet as the market awaited further developments in the Falkland Islands crisis.

Gold fell \$1 to \$341.3421 in very quiet London bullion trading, with other European centres closed for Ascension Day. The metal opened at \$340.3411, and was fixed at \$341.50 in the morning, and \$342.50 in the afternoon. It touched a peak of \$343.3494, and a low of \$340.3411.

CURRENCIES

London was one of the few major foreign exchange centres open yesterday. Trading also took place in Milan, Frankfurt, Paris, Zurich, Amsterdam, and several others were closed for the Ascension Day holiday, while Brussels will remain closed today.

The Bank of England probably intervened to give support to sterling, although the level of trading was generally very thin. The pound opened at \$1.7845-1.7855, and touched a peak of \$1.7880-1.7890, before falling to \$1.7850-1.7860 at noon. Fears of an imminent invasion of the Falkland Islands by British forces pushed sterling down to a low of \$1.7730-1.7740, and it closed at \$1.7790-1.7800, a fall of 1.70 cents on the day.

On Bank of England figures the pound's trade-weighted index fell to 85.6 from 85.8, after standing at 85.0 at noon and 89.1 in the morning. Sterling Eurocurrency interest rates were little changed, as currencies drifted in very limited trading, but Eurodollar rates had a weaker tone.

fell to DM 4.13 from DM 4.17 against the D-mark; to FF 10.74 from FF 10.5750 against the French franc; to SwFr 3.8550 from SwFr 3.8550 in terms of the Swiss franc, and to Y234.50 from Y235.00 against the yen.

The dollar's index rose to 113.5 from 113.4. The U.S. currency fell to DM 2.32 from DM 2.3205; to FF 6.0375 from FF 6.0500; to SwFr 1.9740 from SwFr 1.9780; and to Y234.50 from Y235.10.

In New York early trading was very steady, because of the holiday in most major European centres. Sterling had a weaker tone, but the Japanese yen was little changed despite earlier intervention by the Bank of Japan in Tokyo to support the yen.

Eurocurrency interest rates were little changed, as currencies drifted in very limited trading, but Eurodollar rates had a weaker tone.

THE POUND SPOT AND FORWARD

Table with columns: Day's forward, Close, One month, % p.a., Three months, % p.a. Rows include US, Canada, Ireland, Belgium, Denmark, France, Germany, Italy, Japan, etc.

THE DOLLAR SPOT AND FORWARD

Table with columns: Day's forward, Close, One month, % p.a., Three months, % p.a. Rows include UK, Ireland, Canada, Belgium, Denmark, France, Germany, Italy, Japan, etc.

EXCHANGE CROSS RATES

Table with columns: May 20, Pound Sterling, U.S. Dollar, Deutschmark, Japanese Yen, French Franc, Swiss Franc, Dutch Guilder, Italian Lira, Canadian Dollar, Belgian Franc. Rows include Pound Sterling, Deutschmark, French Franc, Dutch Guilder, Canadian Dollar, Belgian Franc.

FT LONDON INTERBANK FIXING (11.00 a.m. MAY 20)

Table with columns: 3 months U.S. dollars, 6 months U.S. dollars. Rows include bid 14/11/15, offer 14/11/16, bid 14/11/16, offer 14/11/18.

LONDON MONEY RATES

Table with columns: May 20, Sterling Certificate of deposit, Interbank, Local Authority deposits, Finance House Deposits, Company Deposits, Discount Market Deposits, Treasury Bills, Eligible Bills, Prime Trade Bills. Rows include Overnight, 2 days notice, 7 days notice, One month, Two months, Three months, Six months, One year, Two years.

MONEY RATES

Table with columns: NEW YORK, Prime rate, Fed. funds (lunch-time), Treasury bills (13-week), Treasury bills (26-week). Rows include Prime rate, Fed. funds (lunch-time), Treasury bills (13-week), Treasury bills (26-week).

Local authorities and finance houses seven days notice, others seven days fixed long-term local authority mortgage rates, nominally three and a half per cent; four years 12 per cent; five years 13 per cent. Bank bill rates in table are buying rates for prime assets. Buying rates for four-month bank bills 12-13 per cent; three months trade bills 13 per cent.

Approximate selling rates for one month Treasury bills 13 per cent; two months 12 per cent; three months 12 per cent; four months bank bills 12 1/2 per cent; five months bank bills 12 1/2 per cent; six months bank bills 12 1/2 per cent; seven months bank bills 12 1/2 per cent; eight months bank bills 12 1/2 per cent; nine months bank bills 12 1/2 per cent; one year bank bills 12 1/2 per cent.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns: May 20, Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, D-mark, French Franc, Italian Lira, Belgian Franc, Yen, Danish Krone. Rows include Short term, One month, Three months, Six months, One year, Two years.

SDR linked deposits: one month 14-14 1/2 per cent; three months 14 1/2-15 per cent; six months 14 1/2-15 per cent; one year 15-15 1/2 per cent. Asian \$ clearing rates in Singapore: one month 14 1/2 per cent; three months 14 1/2 per cent; six months 14 1/2 per cent; one year 14 1/2 per cent. Long-term Eurodollar: two years 14-15 per cent; three years 14-15 per cent; four years 15-15 1/2 per cent; five years 15-15 1/2 per cent; six years 15-15 1/2 per cent; seven years 15-15 1/2 per cent; eight years 15-15 1/2 per cent; nine years 15-15 1/2 per cent; ten years 15-15 1/2 per cent.

The following rates were quoted for London dollar certificates of deposit: one month 14.35-14.45 per cent; three months 14.20-14.30 per cent; six months 14.10-14.20 per cent; one year 14.05-14.15 per cent.

EMS EUROPEAN CURRENCY UNIT RATES

Table with columns: May 20, ECU, Currency amounts, % change from central, % change adjusted for divergence. Rows include Belgium Franc, Danish Krona, German D-Mark, French Franc, Dutch Guilder, Irish Punt, Italian Lira.

OTHER CURRENCIES

Table with columns: May 20, Argentina Peso, Australia Dollar, Austrian Schilling, Danish Krona, Greek Drachma, Hong Kong Dollar, Indian Rupee, Iranian Rial, Kuwait Dinar, Malaysian Ringgit, New Zealand Dollar, Philippine Peso, Singapore Dollar, South African Rand, S.D. African Rand, Taiwan Dollar, Thai Baht, West German Mark, Yugoslav Dinar, Zairean Zaire. Rows include Argentina Peso, Australia Dollar, Austrian Schilling, Danish Krona, Greek Drachma, Hong Kong Dollar, Indian Rupee, Iranian Rial, Kuwait Dinar, Malaysian Ringgit, New Zealand Dollar, Philippine Peso, Singapore Dollar, South African Rand, S.D. African Rand, Taiwan Dollar, Thai Baht, West German Mark, Yugoslav Dinar, Zairean Zaire.

GOLD MARKETS

Table with columns: May 20, Gold Bullion (fine ounce), Close, Opening, Morning fixing, Afternoon fixing. Rows include Close, Opening, Morning fixing, Afternoon fixing.

CURRENCY MOVEMENTS

Table with columns: May 20, Bank of England, Morgan Stanley, Special Drawing Rights, European Currency Units. Rows include Sterling, U.S. Dollar, Canadian Dollar, Australian Dollar, Swiss Franc, Danish Krona, Deutsche Mark, French Franc, Guilder, Hong Kong Dollar, Indian Rupee, Iranian Rial, Japanese Yen, Kuwait Dinar, Malaysian Ringgit, New Zealand Dollar, Philippine Peso, Singapore Dollar, South African Rand, S.D. African Rand, Taiwan Dollar, Thai Baht, West German Mark, Yugoslav Dinar, Zairean Zaire.

CURRENCY RATES

Table with columns: May 20, Bank of England, Morgan Stanley, Special Drawing Rights, European Currency Units. Rows include Sterling, U.S. Dollar, Canadian Dollar, Australian Dollar, Swiss Franc, Danish Krona, Deutsche Mark, French Franc, Guilder, Hong Kong Dollar, Indian Rupee, Iranian Rial, Japanese Yen, Kuwait Dinar, Malaysian Ringgit, New Zealand Dollar, Philippine Peso, Singapore Dollar, South African Rand, S.D. African Rand, Taiwan Dollar, Thai Baht, West German Mark, Yugoslav Dinar, Zairean Zaire.

AUTHORISED TRUSTS

Large table listing various authorized trusts and their details, including names, addresses, and contact information. Rows include Abbey Unit Trst. Mgrs. (a), Crescent Unit Trst. Mgrs. Ltd. (a), L & C Unit Trust Management Ltd., etc.

INVEST IN 50,000 BETTER TOMORROWS! 50,000 people in the United Kingdom suffer from progressively paralyzing MULTIPLE SCLEROSIS—the cause and cure of which are still unknown—HELP US BRING THEM RELIEF AND HOPE. We need your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our commitment to find the cause and cure of MULTIPLE SCLEROSIS through MEDICAL RESEARCH. Please help—send a donation today to: Room F.1, The Multiple Sclerosis Society of G.B. and N.I. 286 Munster Road, Fulham, London SW6 6BE



John 11/82

INSURANCES

Table listing various insurance companies and their products, including Allianz Life Assurance Co. Ltd., Amey Life Assurance Ltd., and others.

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INSURANCE & OVERSEAS MANAGED FUNDS

Table listing various insurance and managed funds, including Life Assurance Co. of Pennsylvania, Norwich Union Insurance Group, and others.

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OFFSHORE AND OVERSEAS

Table listing offshore and overseas managed funds, including Amey Life Assurance Co. Ltd., Amey Life Assurance Ltd., and others.

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NOTES: Prices are in pence unless otherwise indicated and these designated 5 units with a prefix refer to U.S. dollars. Values % shown in last column show for all currencies. % shown in last column show for all currencies. % shown in last column show for all currencies.

Chestertons FOR ALL COMMERCIAL PROPERTY

FT SHARE INFORMATION SERVICE

FOOD, GROCERIES—Cont.

LOANS—Continued

BANKS & H.P.—Cont.

CHEMICALS, PLASTICS—Cont.

ENGINEERING—Continued

BRITISH FUNDS

Table of British Funds with columns for Stock, Price, and Yield.

Building Societies

Table of Building Societies with columns for Stock, Price, and Yield.

FOREIGN BONDS & RAILS

Table of Foreign Bonds & Rails with columns for Stock, Price, and Yield.

DRAPERY AND STORES

Table of Drapery and Stores with columns for Stock, Price, and Yield.

AMERICANS

Table of American Stocks with columns for Stock, Price, and Yield.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for Stock, Price, and Yield.

Five to Fifteen Years

Table of Five to Fifteen Years funds with columns for Stock, Price, and Yield.

BEERS, WINES AND SPIRITS

Table of Beers, Wines and Spirits with columns for Stock, Price, and Yield.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of Building Industry, Timber and Roads with columns for Stock, Price, and Yield.

ELECTRICALS

Table of Electricals with columns for Stock, Price, and Yield.

UNDATED

Table of Undated funds with columns for Stock, Price, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrials (Miscel.) with columns for Stock, Price, and Yield.

Over Fifteen Years

Table of Over Fifteen Years funds with columns for Stock, Price, and Yield.

CANADIANS

Table of Canadian Stocks with columns for Stock, Price, and Yield.

BANKS AND HIRE PURCHASE

Table of Banks and Hire Purchase with columns for Stock, Price, and Yield.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, Etc. with columns for Stock, Price, and Yield.

COMMONWEALTH AND AFRICAN LOANS

Table of Commonwealth and African Loans with columns for Stock, Price, and Yield.

LOANS

Table of Loans with columns for Stock, Price, and Yield.

Index-Linked & Variable Rate

Table of Index-Linked & Variable Rate funds with columns for Stock, Price, and Yield.

GOVT. STERLING ISSUES

Table of Govt. Sterling Issues with columns for Stock, Price, and Yield.

INDEX-LINKED & VARIABLE RATE

Table of Index-Linked & Variable Rate funds with columns for Stock, Price, and Yield.

GOVT. STERLING ISSUES

Table of Govt. Sterling Issues with columns for Stock, Price, and Yield.

REGULARLY

Table of Regularly funds with columns for Stock, Price, and Yield.

REGULARLY

Table of Regularly funds with columns for Stock, Price, and Yield.

COMMONWEALTH AND AFRICAN LOANS

Table of Commonwealth and African Loans with columns for Stock, Price, and Yield.

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For further information. The Rioja Wine Information Centre, 140 Cromwell Road, London SW7 4HA.



Handwritten signature 'Johnnie' in a box.

Handwritten scribble at the top of the page.

DAIWA BANK logo and contact information for London and Frankfurt branches.

INDUSTRIALS—Continued

Table of industrial stock prices including companies like British Petroleum, ICI, and various engineering firms.

LEISURE—Continued

Table of leisure stock prices including companies like British Airways, British Telecom, and various media companies.

PROPERTY—Continued

Table of property stock prices including companies like British Land, Granada, and various real estate firms.

INVESTMENT TRUSTS—Cont.

Table of investment trust stock prices including various funds like British American, British Overseas, and others.

OIL AND GAS—Continued

Table of oil and gas stock prices including companies like British Petroleum, Shell, and various independent producers.

MINES—Continued

Table of mining stock prices including companies like Anglo American, De Beers, and various metal miners.

MOTORS, AIRCRAFT TRADES

Table of motor and aircraft trade stock prices including companies like British Leyland, BSC, and various automotive firms.

SHIPPING

Table of shipping stock prices including companies like British Shipbuilders, Cunard, and various shipping lines.

SHOES AND LEATHER

Table of shoes and leather stock prices including companies like British Shoe, Clarks, and various footwear manufacturers.

SOUTH AFRICANS

Table of South African stock prices including companies like Anglo American, De Beers, and various local firms.

TEXTILES

Table of textile stock prices including companies like British Textiles, J. & F. Wright, and various textile manufacturers.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publisher stock prices including companies like News International, Newsprint, and various media firms.

PAPER, PRINTING ADVERTISING

Table of paper, printing, and advertising stock prices including companies like Newsprint, News International, and various media firms.

TOBACCO

Table of tobacco stock prices including companies like British American Tobacco, J. & F. Wright, and various tobacco firms.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land stock prices including various investment funds and financial services firms.

PROPERTY

Table of property stock prices including companies like British Land, Granada, and various real estate firms.

INSURANCE

Table of insurance stock prices including companies like British American Insurance, Lloyds, and various insurance firms.

LEISURE

Table of leisure stock prices including companies like British Airways, British Telecom, and various media companies.

RUBBERS AND SISALS

Table of rubber and sisal stock prices including companies like Guthrie & Co., Guthrie & Co., and various commodity firms.

TEAS

Table of tea stock prices including companies like Guthrie & Co., Guthrie & Co., and various commodity firms.

MINES

Table of mining stock prices including companies like Anglo American, De Beers, and various metal miners.

Far West Rand

Table of Far West Rand mining stock prices including companies like Anglo American, De Beers, and various metal miners.

OIL AND GAS

Table of oil and gas stock prices including companies like British Petroleum, Shell, and various independent producers.

DIAMOND AND PLATINUM

Table of diamond and platinum stock prices including companies like Anglo American, De Beers, and various commodity firms.

NOTES

Notes section containing various financial notices, company announcements, and market commentary.

REGIONAL MARKETS

Table of regional market data including stock prices from various international markets.

OPTIONS

Table of options market data including call and put option prices for various stocks.

Recent Issues and Rights

Table of recent issues and rights data including company names, issue sizes, and dates.

